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Forgotten Drivers in Southeast Asia Since Detroit Didn't Care, Japanese Stepped In

By William Branigan Washington Post Service BANGKOK — Years ago, American cars were a fairly common sight in Southeast Asia. Now, except for the wheezing relics that still ply the roads of such remote backwaters as Burma and southern Vietnam, they are hard to find. Even in those places, they are rapidly being replaced by shiny new Nissans and Toyotas.

Detroit, Atlanta, Houston and Washington during the 11-day trip starting this week. At the core of the trip is a perception that the United States needs to increase its competitiveness in the world marketplace.

Japanese carmakers make a gesture of support for Bush. Page 14.

compared to an average of 19 percent among major competing nations. "If we were to double our exports," Mr. Orr said, "there wouldn't be a recession right now. Together, the countries that make up the Association of South East Asian Nations — Indonesia, Malaysia, Thailand, the Philippines, Singapore and Brunei — represent a market of 330 million people with an economic growth rate that has averaged 7.25 percent over the last two years. And the market is relatively open.

A New U.S. Portfolio: Ambassador as Salesman

By Stuart Auerbach Washington Post Service WASHINGTON — The U.S. ambassador to India, William Clark Jr., sprang into action early last year when Air-India passed over two U.S. companies and awarded a multimillion-dollar contract for jet aircraft engines to Britain's Rolls-Royce PLC.

business. He estimated that it would take about 10 years to accomplish the change. "Any ambassador or Foreign Service officer who has his or her head screwed on right knows that the U.S. position in the world is dependent on our ability to compete in world markets."



DAY OF MOURNING — Israel's consul in Buenos Aires, Dani Karmon, attending a ceremony in Israel on Friday for his wife, Effra, who was killed in the embassy bombing Tuesday. Page 2.

Ukraine Feud With Russia Crackles at Kiev Summit

'Not a Single Problem' Of Ex-Soviets Has Been Solved, Kravchuk Says

By Serge Schmemmann New York Times Service KIEV — Antimosity between Ukraine and Russia broke into the open at a summit meeting of the Commonwealth of Independent States on Friday as the Ukrainian president, Leonid M. Kravchuk, publicly lambasted Russia and the Commonwealth for failing to resolve "a single political or military problem."

month-old association of former Soviet republics had failed to follow up on any of its decisions, and had proved helpless to stop ethnic conflicts in the Caucasus and Moldova. The summit meeting skirted the most divisive issues and concentrated on a series of agreements on the joint Commonwealth armed forces. But that agenda only underscored the rift, since Ukraine did not participate in a single decision. Along with Azerbaijan and Moldova, Ukraine has announced plans for its own army and is not participating in any joint force.

Bush, or Clinton? 'Swing' Voters Don't Want to Swing Either Way

By David S. Broder and Richard Morin Washington Post Service OAK PARK, Ill. — George Bush and Bill Clinton may have clinched their parties' nominations for president, but they are a long way from convincing voters here — and across the country — that they have what it takes to lead the nation in the next four years.

Mr. Clinton, the governor of Arkansas and presumptive Democratic nominee, is seen by a majority as being in touch with the everyday problems of average people. But his honesty and integrity are in question — especially among the swing voters of the kind who made up the discussion group and who will ultimately decide the election.

discussion group Monday because they said they were not sure how they would vote in November. A criterion that virtually eliminated strong Bush or Clinton supporters. But the national survey taken Wednesday echoed the skepticism these swing voters expressed about Mr. Bush's grasp of domestic problems and mirrored their vehement denunciations of Mr. Clinton as a "slick" and "cunning" politician.

pushed to make a choice today between Mr. Bush and Mr. Clinton, a big majority of these swing voters say they would take Mr. Bush, with all his perceived shortcomings, rather than the Democrat, whom one of them compared to a disgraced TV evangelist.

Kiosk Senna Hurt in Crash During Practice Run

MEXICO CITY (Combined Dispatches) — Ayrton Senna of Brazil, the Formula One driving champion, suffered a badly bruised left leg Friday when he crashed his car into a wall during a qualifying run for Sunday's Mexican Grand Prix.



Karl Lagerfeld went long with ankle-length skirts in transparent fabrics. See Fashion/A Special Report, pages 15-17.

Iraq's 'New Attitude' Cited at UN

By Trevor Rowe Washington Post Service UNITED NATIONS, New York — The UN official in charge of eliminating Iraq's dangerous weapons said Friday that Baghdad had adopted a "new attitude" and was prepared to destroy ballistic missile equipment and give a complete picture of all its arms programs.

Washington that the United States would do all it could to force Iraq to destroy its remaining weapons of mass destruction, news agencies reported. "The administration and partners in this endeavor will bring all pressure to bear on the Iraqi militants so they understand that at the end of the day they must comply," General Powell told the Senate Armed Services Committee.

Li Peng Urges 'Bolder Approach' on Economy

By Nicholas D. Kristof New York Times Service BEIJING — Prime Minister Li Peng on Friday called on China to "take a bolder approach to reform" and said that the foremost task in the coming years was to restructure the economy to stimulate economic growth.

our domestic affairs — above all, on more rapid economic development," Mr. Li said. Mr. Li's speech was delivered to 2,500 delegates at the opening session of the annual National People's Congress, China's rubber-stamp parliament. The address had been eagerly anticipated for any light it might cast on the power struggle that is believed to be under way between moderates and hard-liners within the leadership.

In Crumbling Kabul, the Battle for Survival Eclipses the War

By Edward A. Gargan New York Times Service KABUL — No one knows how many people have died from hunger or the bitter cold that has engulfed this crumbling city this winter. People know, though, that the round, flat loaf of bread that is the staple food costs five times more than it did a year ago.

And still, President Najibullah, a man virtually every Western intelligence agency and Central Asia expert thought of as Moscow's fragile puppet, remains in office 36 months after the last Soviet tank rumbled into Uzbekistan. Yet, after 13 years of war, another chance for peace has appeared, and if that peace comes it will come in the next two months. A United Nations effort to bring all facets of Afghan society to a peace conference in Vienna is hurrying toward realization.

River, its waters swollen with the first melted snows from the mountains to the east. "I am not rich," he said. "I work in an office. But I earn only 7,000 Afghanis a month." That is less than \$5. Mr. Tufan walked by flatbed carts balanced on bicycle wheels where eggs were selling for eight U.S. cents each, chickens for \$3.40 and 15 pounds (about 7 kilograms) of the cheapest rice from Russia for \$2.50. With his monthly salary, Mr. Tufan had barely enough money to feed his family for a few days.

Li Peng urged a "bolder approach" to reform and said that the foremost task in the coming years was to restructure the economy to stimulate economic growth. Mr. Li, in his annual government work report, suggested that China's rising living standards were the key factor that allowed Communist rule to survive instead of collapsing as in other countries. He indicated that the government would make every effort to make people richer in order to repel capitalist subversion.

Duchess Gets an Apology For Palace's Unkind Cut

LONDON — Buckingham Palace made an embarrassed apology Friday to the Duchess of York, the former Sarah Ferguson, in the latest twist in the breakup of her marriage to Prince Andrew. Queen Elizabeth's press secretary, Charles Anson, had made remarks at a private palace briefing Thursday suggesting that the duchess was responsible for the marital problems and had employed a public relations firm to leak the news of the impending separation.

17 people and wounding more than 100. But the dead were buried quickly, and the dollar, which surged 40 percent against the local currency, sank back to its old level the next day. And people resumed their struggle to keep body and soul intact.

Regional warlords and commanders rule tiny states with utter indifference to Kabul, and to each other, some setting up networks of social services, others reigning over little more than rural subsistence economies.

An empty plastic sack hung limply from Abdul Tufan's hand as he pushed his way through a crowd surging through the marketplace along the Kabul

Government employees here, who make up the vast majority of the salaried population, work not for their

See AFGHAN, Page 4

See POLITICALS, Page 4

See IRAQ, Page 4

See CHINA, Page 4

See SUMMIT, Page 4

See FASHION, Page 15-17





CARS: An Asian Market Untapped

(Continued from page 1) Southeast Asia. Mr. Dunne said U.S. companies have less than 1 percent of the market share...

In the Philippines, the protected market is dominated by car and truck assembly plants controlled by Nissan Motor Co., Toyota Motor Corp. and Mitsubishi Motors Corp.

In Malaysia, a Mazda model called the Telstar is assembled by Ford, which owns 25 percent of Mazda Motor Corp. But the bulk of the market is held by a Malaysian car, the Proton Saga...

Ford's strongest presence in the area is on Taiwan, where the company eventually hopes to make cars for export to mainland China.

SELL: Ambassadors' New Business

(Continued from page 1) echelon of the U.S. government — all the way up to President George Bush — to derail a Japanese attempt to get a telecommunications contract away from American Telephone & Telegraph Co.

assistant commerce secretary and head of the U.S. Foreign Commercial Service, to meetings with U.S. envoys in Europe and Asia to talk about business.



Generals conferring Friday in Kiev before the start of the summit meeting. Major military issues, including the definition of strategic assets, were not addressed.

SUMMIT: Ukraine's President Lashes Out at Russia and an Ineffective Commonwealth

(Continued from page 1) position Friday, "since I realized that Ukraine will never sign a document on succession" to the property of the Soviet state.

of his irritation with the attitude not only of Moscow, but also of the West. In the past, Mr. Kravchuk has generally resisted bashing Moscow in public and has called for reason in relations with Ukraine's giant neighbor.

Nations, Cyrus R. Vance, rode into Nagorno-Karabakh in an armored car Friday and said after inspecting war damage in the capital, Stepanakert, that peace would not come easily, Reuters reported.

CHINA: Li Peng, Straddling Power Struggle, Calls for 'Bolder Approach'

(Continued from page 1) not offer many specifics about steps the leadership would take in its "bolder approach." In other segments of the speech, Mr. Li bowed to hard-liners' demands for ideological campaigns and vigilance against subversion.

project would generate large amounts of electricity and would reduce the risk of a catastrophic flood that might kill a million people. Critics say that the project would flood one of China's most scenic areas, would offer only limited flood control benefits, and is too costly and complex for China to tackle now.

POLITICS: Bush, or Clinton?

(Continued from page 1) Washington, Mr. Bush's overall favorability score is 50 percent positive to 47 percent negative. Four years ago, when he had just cycled the 1988 Republican nomination, Mr. Bush's ratings were 62 favorable and 30 percent unfavorable; six months ago he was even more popular, with 79 percent supporting him and 16 percent against him.

A Beauty Queen's Denial on Clinton

CHICAGO — A former Miss America has denied that she had an affair with Bill Clinton, whose campaign for the White House has been dogged by allegations of marital infidelity.

ACROSS 1 Triton, 5 Meal on a stick, 10 Word with steak, 14 Dull finish, 17 Jane Fonda's Oscar-winning role in 'Kluge', 18 'Ben Jonson', 19 Burn — in one's pocket, 20 Opposite of apterous, 21 Cal's cabana, 23 Fly army aid, 25 Shantung province, 26 Italian innkeeper, 27 Huckster, 28 Puzzling problem, 30 Onset, 31 Hammer easting, 32 Connect falsely and quickly, 37 Calchas or Mopsus, 39 Playwright's plots, 40 LAX adversary, 41 Lastname, 44 Norma and Charlene, 46 Headland, 47 Heed that frog, 51 Building beam.

Oscars Across (and Down) By Bernard Meren. A crossword puzzle grid with clues for various Oscar-winning films and actors.

■ U.S. Firm on Compliance General Powell said that the Bush administration remained steadfast in its desire to see Iraq comply with the UN resolutions on destroying the weapons. "We have a variety of tools available to us to make sure that Iraq does comply," he said.

Subscription Rates & Savings off HFT newspaper Price. Table with columns for 12 months, 6 months, and 3 months, and rows for different subscription options.

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ESORTS & GUIDES INTERNATIONAL CLASSIFIED (Continued From Back Page) ESCORTS & GUIDES ESCORTS & GUIDES ESCORTS & GUIDES

AFGHAN: A Battle for Survival (Continued from page 1) salary, however, but for the wheat, tea and sugar they receive with coupons they are given.

Herald Tribune. Return your completed coupon to: Subscription Manager, HFT, 181 Avenue Charles-de-Gaulle, 92251 Neuilly Cedex, France. This offer expires March 31, 1992, and is available to new subscribers only.

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2 Quakes Hit Aegean Island The Associated Press ATHENS — Two earthquakes, measuring 5.2 and 5 on the Richter scale, shook the Aegean island of Lesbos on Friday, the Athens Geodynamic Institute reported.

IRAQ: New Missile Data

(Continued from page 1) twice last month warned Iraq of "serious consequences" if it failed to comply. U.S. and British officials had also warned of military action.

Mr. Ekeus, before he departed for Vienna, said he did not want to use backdoor type of language but he added that "now we are satisfied with these undertakings that the Iraqi authorities are prepared to go along with destruction of capabilities which they have not accepted before."

His decision to continue talks in Vienna on non-oil related issues is a reflection of his assessment that Baghdad's decision, communicated in a letter Thursday night, represents a "change of policy."

While welcoming Iraq's decision, U.S. and other western officials reacted cautiously. "On the basis of past experience, we have to be skeptical," said a U.S. official in reference to previous Iraqi offers of cooperation that have failed to be fully implemented.

Mr. Ekeus cautioned that he would have to wait until next week for a UN team to enter the country to verify that Iraq is truly cooperating. "It's a change of direction, but it is definitely not the end of the road," Mr. Ekeus said. "We have first of all to verify. I'm not convinced yet that we have everything, but I hope we will be able to do it."

De Klerk

By Christopher... Mr. Ekeus, before he departed for Vienna, said he did not want to use backdoor type of language but he added that "now we are satisfied with these undertakings that the Iraqi authorities are prepared to go along with destruction of capabilities which they have not accepted before."

He said the United Nations would now be able to investigate. Mr. Ekeus refused to disclose the numbers involved but said that reports that Baghdad initially possessed 800 Scud missiles were accurate.

Mr. Ekeus said that in its latest communication, Baghdad admitted to having possessed additional undisclosed missiles and said it had destroyed them last summer. The commission will now have to verify whether these claims are accurate.

Mr. Ekeus said he intended to hold talks in the Austrian capital with Iraq's ambassador to the United Nations, Abdul Amir Anbari. The Iraqi representative had been scheduled to meet with other UN officials there on March 26, to discuss a proposed resolution allowing Baghdad to sell \$1.6 billion in oil to pay for humanitarian goods.

General Powell said that the Bush administration remained steadfast in its desire to see Iraq comply with the UN resolutions on destroying the weapons. "We have a variety of tools available to us to make sure that Iraq does comply," he said.

De Klerk... Kenya Leads... Various small text blocks and advertisements on the right side of the page.

(Continued from page 1) ... before he departs ...

# De Klerk Mandate Offers No 'Quick Fix'

By Christopher S. Wren  
New York Times Service

CAPE TOWN — Despite the overwhelming mandate that whites gave President Frederik W. de Klerk to end their monopoly on political power, South Africa has a distance to travel before blacks inherit the vote and other basic rights flowing from it.

Mr. de Klerk, who repealed the basic laws underpinning apartheid last year, has insisted that basic change must be negotiated and enshrined in a constitution that will replace the present racially biased one.

The time that he expects this to take is more than his foremost opponent, the African National Congress, is prepared to spend.

"When you get to the fundamentals, there's no quick fix," Mr. de Klerk said at a news conference in Cape Town after the results of the referendum Tuesday were announced.

He proposed such interim measures as the inclusion of blacks in the current cabinet, which Nelson Mandela and other black leaders have rejected as tokenism. In turn, Mr. Mandela's recent suggestion that some seats be set aside for whites in the new parliament was rejected by the National Party.

Although the final outline of a settlement remains murky, both sides have agreed upon the need for an interim government with a multiracial executive body and the existing parliament or a subsequent two-chamber legislature to approve legal changes to the present constitution.

The negotiators from the ANC and the government have also reportedly agreed upon a final two-chamber legislature elected by proportional representation, an independent

judicial system and a bill of rights, as important features of the proposed new constitution.

In return for Mr. de Klerk's acceptance in principle of an interim government, the ANC has muted its opposition to the government's proposal to shift certain powers from federal to regional authority.

The ANC also has proposed "sunset clauses" that would phase out the preferential rights that whites currently enjoy and would mandate a coalition government for the first years of multiparty rule.

Disagreements abound over bow or when all this is to be achieved, but the result of the white referendum is expected to accelerate the talks that are under way at the Convention for a Democratic South Africa, as the negotiating forum is titled.

Mr. de Klerk has emerged strengthened by his referendum's success and could consequently take a harder line at the talks. He has promised whites that he would insist upon a new constitution incorporating sufficient guarantees to protect the white minority for majority — meaning black — domination.

Unless he could achieve this, Mr. de Klerk said, fundamental changes would have to be referred back to his white constituency in another referendum.

International pressure played a role in persuading the majority of whites to break with their apartheid past, although not always in ways commonly assumed in the West. Few whites have felt directly threatened by the divestment of foreign companies, for

example, because it has been mostly blacks who lost jobs.

But whites have been embarrassed to have to pass themselves off as Australians or Britons overseas, to see their sports heroes and cultural performers barred from international arenas where they might have excelled, all for the sake of a legalized system of racial discrimination policies that has proven unworkable as well as immoral.

The whites sent a clear message that they want to be done part of the world again rather than live bunkered down in the isolation brought on by apartheid.

At the same time, many of them have been privileged at the prospect of surrendering their titles and succumbing to the kind of economic decline that they have witnessed in other African countries. They waited for a leader like Mr. de Klerk to lead them out of the wilderness.

The referendum coincided with the international success of South Africa's cricket team, which is the first national team to tour overseas since an international sports boycott was lifted last year. The team rose to the semifinals of cricket's World Cup matches, only to find that it might have to withdraw if the referendum was defeated. That was enough to persuade sports-happy whites to vote yes.

"While the sports issue was undoubtedly significant in its own right," said David Welsh, professor of Southern African Studies at the University of Cape Town, "it was symptomatic of something deeper: a widespread sense of relief that South African whites were no longer being regarded as lepers in the international community."

### NEWS ANALYSIS

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# Kenya Leader Bans Political Rallies

## Moi Cites Violence, Critics See Plot to Obstruct Election

NAIROBI — The Kenyan government, faced with the worst outbreak of tribal violence since independence from Britain in 1963, has banned all political rallies.

At least 70 people have been killed in seven weeks of clashes between members of President Daniel arap Moi's small Kalenjin tribe and other tribes in western Kenya.

Leading opposition figures have accused Mr. Moi's government of instigating the violence, and it was expected that the ban would raise the political temperature further.

Mr. Moi, after returning from a trip to Austria and Britain on Friday, said he would not tolerate

demonstrations and threatened to jail journalists and close newspapers over "reports which lead to the deaths of people."

"There will be no politics and no public meetings until law and order is restored," he said. "I do not want to hear about any such rubbish as demonstrations, which have led to a disruption of peace."

The main opposition Forum for the Restoration of Democracy and the Democratic Party of a popular former vice president, Mwai Kibaki, say Mr. Moi is planning to impose a state of emergency and call off multiparty elections expected later this year.

Over the past week, the violence spread through the tea plantations

# Japan Politician Escapes Assault's Fire at Rally

The Associated Press

TOKYO — A gunman who said he belonged to a rightist group shot at one of Japan's most influential politicians Friday during a rally, but no one was injured, the police said.

Shin Kanemaru, 77, vice president of the governing Liberal Democratic Party, was finishing a speech to about 300 people when the attacker began firing. Mr. Kanemaru dropped behind the podium, which was struck by one of three shots.

The gunman was subdued and arrested, according to the police in Ashikaga, 80 kilometers (50 miles) north of Tokyo. Television footage showed Mr. Kanemaru mopping his brow as he returned to his seat on the stage after the incident. He was greeted with applause.

Police identified the attacker as Hiroshi Watanabe, 25, who said he was a member of Yukuoku-Seiwai-Kai, a Tokyo-based rightist group.

Mr. Kanemaru is a former deputy prime minister and, as head of the Liberal Democratic Party's largest faction, was behind the drive to put Prime Minister Kiichi Miyazawa into office in November.

# Obstacles Remain on Kurils

Compiled by Our Staff from Dispatches

TOKYO — Foreign Minister Andrei Kozoyev of Russia said Friday that there were still obstacles to returning four small islands seized from Japan by the Soviet Union at the end of World War II.

Mr. Kozoyev said Russia intended to honor an agreement, signed in 1956 by Japan and the Soviet Union, that promised to return two of the four disputed islands to Japan when a peace treaty was concluded.

"I must say there are difficulties on concrete ways to implement this," Mr. Kozoyev was quoted by Japanese officials as telling Foreign Minister Michio Watanabe.

Prime Minister Kiichi Miyazawa told Mr. Kozoyev, "It is unnatural for two major nations not to have a peace treaty. It is essential that

there be a settlement at this time."

Japan insists that the largest economic aid wanted by Russia depends on a peace treaty ending the World War II belligerency between the two countries. The Japanese also make the treaty contingent on settling the territorial issue.

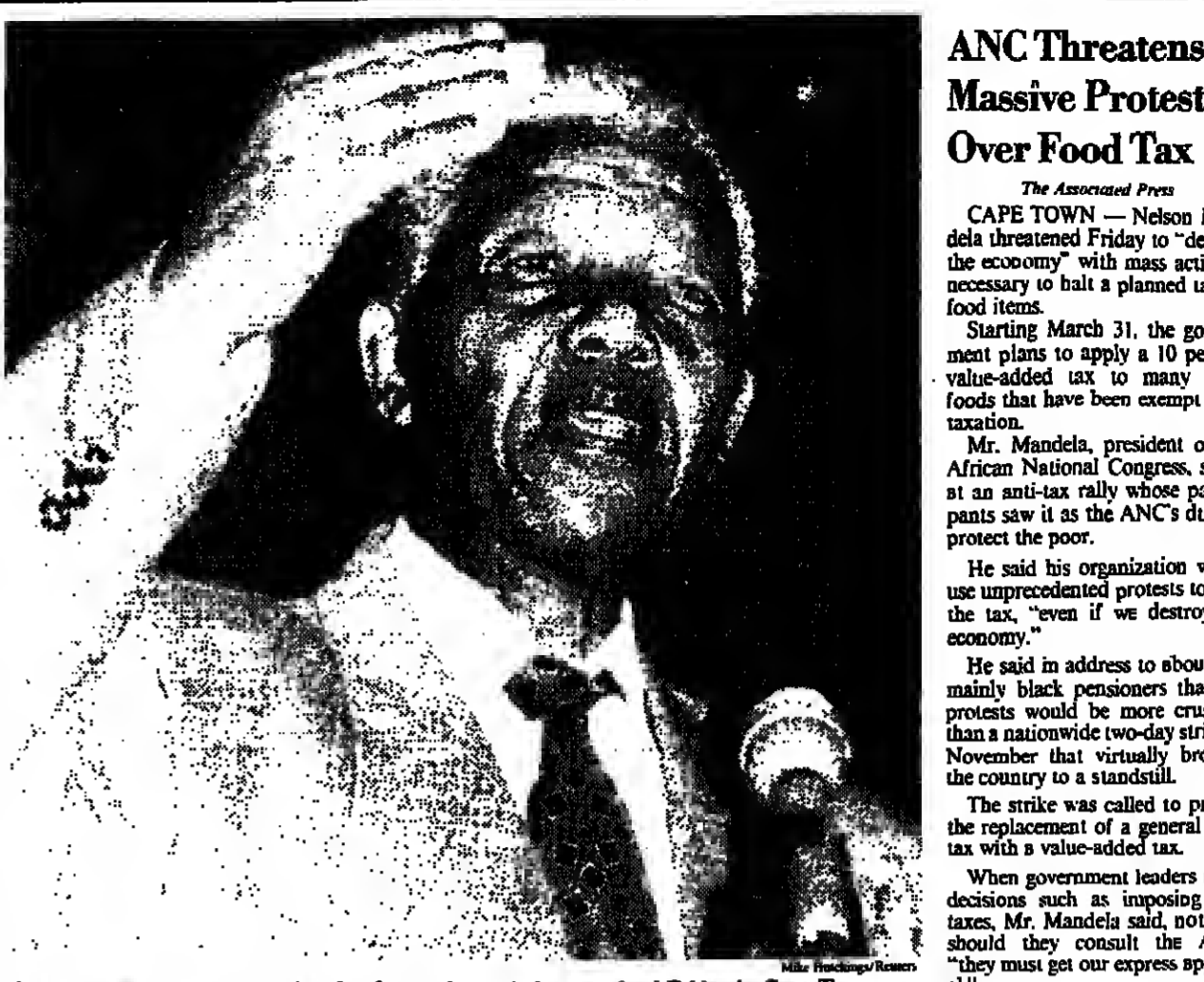
Mr. Kozoyev, who arrived in Tokyo on Thursday for a three-day visit, is the first Russian foreign minister to visit Japan since the breakup of the Soviet Union last year. President Boris N. Yeltsin is to visit Tokyo in September.

Successive Soviet governments have ignored the clause on the islands in the 1956 document since Japan signed the 1960 U.S.-Japan Security Treaty. Until Mikhail S. Gorbachev took power, the Kremlin had refused to acknowledge that a territorial issue even existed.

Mr. Kozoyev also said troops on the four disputed Kuril Islands — Kunashir, Iturup, Shikotan and Habomai — have been cut by 30 percent to about 7,000. Japanese Defense Ministry officials had said this week that no troop withdrawal had taken place.

The Russian foreign minister said Japan's policy of refusing large-scale aid without the return of the islands may prove counterproductive. In Russia, political forces opposed to democracy have been using the country's mounting economic problems as a political weapon, he said.

"I must seek your understanding that if their tactics were successful, we would once again find ourselves in a hostile relationship over this issue," Mr. Kozoyev told Mr. Watanabe. (Reuters, AFP)



Nelson Mandela denouncing the plan for a value-added tax on food Friday in Cape Town.

Table with 2 columns: Fund Name and Value. Includes various international funds like ABC INVESTMENT SERVICES CO (E.C.), INTER OPTIMUM, and ALPHA ASSET MANAGEMENT.

Table with 2 columns: Fund Name and Value. Includes various international funds like CS Short-Term Bond, GAMA Value Inc, and GAMA Growth Inc.

Table with 2 columns: Fund Name and Value. Includes various international funds like Action World Fund, Merrill Lynch Mid-Cap, and Global Equity Portfolio.

Table with 2 columns: Fund Name and Value. Includes various international funds like SBC Global SF Growth, Global SF Yield, and Global Growth Fund.

Herald Tribune

Published With The New York Times and The Washington Post

Israel and the Patriots

The United States rushed Patriot missiles to Israel during the Gulf War to defend against incoming Iraqi Scuds. Now intelligence reports say Israel sold Patriot technology to China...

and sold some to Iraq. The Israeli version uses American parts, which it buys with U.S. military aid. But Israel contends it replaced those parts in the version exported to China...

Any such sale cheats American defense contractors who jealously guard their patents and markets. It also frustrates officials justifiably concerned about arms proliferation...

Official Israeli responses suggest the administration may have winked again. "We have irrevocable commitments... not to transfer American weapons technology to any country, unless we have an agreement with the United States on that matter..."

He Has More to Offer

The fatal flaw in Paul Tsongas's campaign was that his message never reached much beyond well-educated, upper-income voters. But there was something unusually principled about his quest for the Democratic presidential nomination...

gasoline taxes alienated voters everywhere, though it is the best energy policy imaginable. And he resisted the shameless strategies of other Democrats for a nearly useless middle-class tax cut...

Policing the Scientists

Anyone following the more notorious investigations of biomedical research practices knows that inquiries into scientific misconduct are not always dispassionate fact-finders; missions. The current saga involving the AIDS researcher Robert Gallo...

scientific integrity proved much too loose. A switch to quasi-judicial proceedings outside the National Institutes, in which the accused would have the right to know the evidence against them and to confront their accusers...

Other Comment

Comfort at Camp David: If misery loves company, Chancellor Helmut Kohl and President George Bush may find mutual comfort in their conversations at Camp David this weekend. Each has experienced a sharp fall from the topmost heights of popularity to a prevailing low...

For his part, the chancellor will do his utmost to persuade the president to increase American assistance to Central and Eastern Europe, and in particular to Russia. But Mr. Bush will need to remind Mr. Kohl that foreign aid of any kind is profoundly unpopular among Americans...



A Hole Big Enough to Fly an Israeli Missile Through

By A. M. Rosenthal

NEW YORK — Across America, an important story damaging to both the United States and Israel has been printed in newspapers reaching millions of readers. The story is that U.S. intelligence agencies have come across "surprising information": Israel has been negotiating with Communist China to sell it a missile called STAR...

is being sold, is it correct to say that the Israelis are selling their own missile and technology, not ours? "Yes," he said. "Correct." Then I called the Israeli military. Yes, they said wearily, HAVE NAP is working with Rafael on producing Popeye-HAVE NAP and yes, it is Israeli. The Bush-Baker campaign of charges and whippers is distilled hypocrisy, coming from an administration that kowtows to Beijing and which has helped arm every Middle East dictator it could track down...

receptive journalists. True or not, plant — go for impact. Sadly, Washington journalists fail to check up on those stories when they appear in columns written by their buddies, however biased said buddies are known to be. They let the stories pass — as they let pass the hate spread by their good buddy Patrick Buchanan, when he still wore a journalist's mask over his politician's face...

Bush's Failure to Reassure Is Disturbing

By Leslie H. Gelb

NEW YORK — Are George Bush and James Baker scheming to undercut Israel in America? The answer turns largely on the story behind three recent, nasty news leaks, and the Bush-Baker reactions. Leak 1: An Ed Koch column in the New York Post on March 6. Somebody told the former New York mayor about a meeting where Secretary of State Baker was told that his get-tough policy on Israel would hurt President Bush among Jewish voters...

But possibly the leakers were inspired by the tough Bush-Baker line on loan guarantees for Israel and Israeli settlements in the territories. But Washington insiders know there are plenty of U.S. military and Foreign Service officers who need no encouragement to bash Israel. I do not think the Bush-Baker team is responsible for the leaks. My problem with them, and it is a big one, is their lame reaction. Policymakers told me they were livid about the leaks. But their public response has been mild, especially compared with their witch-hunts for other leakers...

Germany: Drift and Dismay as Old Moorings Loosen

By William Pfaff

BERLIN — The German connection with Europe, solid and settled two years ago, is today in question. This means that the Germans' belief about their own future is a problem again, because for four decades the Germans have found the solution to their "German problem" in Germany's integration into Europe. Today the nature and dimensions of this Europe are uncertain, and so is the future of Europe's relationship to the United States...

awakened to the implications of the monetary and political unions agreed by the European Community's leaders at their Maastricht conference in December. They will lose the Deutsche mark, for example. The discovery has provoked public outrage. The latest polls suggest that nearly three-quarters of the German public is against substituting a European currency unit for the Deutsche mark. They have awakened to the fact that Germany's social and economic policy freedom will be constrained by the new monetary union...

course of national interest is the one Germans have followed since the war, that of intimate cooperation with the other European democracies, and beyond that, to the degree that the changing character of U.S. pursuit of its own interests makes it possible, cooperation with America. It is a course with much current pain in it. The feasibility of European foreign policy and security "union" may be doubted. The Maastricht agreements certainly may have to be reconsidered on grounds of economic and fiscal practicality...

Black Voices, White Voices

From an editorial in Thursday's Sonoran, a Johannesburg newspaper with a mainly black readership. There was a thankful sigh of relief when whites did the right thing by voting for South Africa. What we hope this will do is to give black South Africa its confidence back so that violence will once and for all be removed from our townships. Part of the violence was caused by an angry impotence and a suspicion in the minds of blacks that the government and those it represented were not sincere. There is now no reason why the negotiation process should not be speeded up. There is no reason why the country should not have universal franchise, no reason why there should be unequal sharing of the wealth of the country, no reason why there should not be free and equal education for all. We appeal to our people to have patience and tolerance. And it is imperative that those parties that were doubtful about negotiations should be given a chance to get back to the table.

From an editorial in Thursday's Business Day, a Johannesburg financial newspaper. South Africa is a different country today. The referendum has changed it fundamentally, irrevocably and for the better. White voters have opted decisively for a shared future with their black compatriots. This is the message of the referendum. It is a message of peace and of determination, of good will and of clear, democratic resolve. This will alter the perceptions of other South Africans and affect the foreign view of our people and our future. The new mood will make the politicians' job immeasurably easier. But much patient construction work lies ahead. Defeated right-wingers must be brought into the negotiating process. The new mood will have economic as well as political effects. It will lift business and investor confidence; it may provide the boost so desperately needed. A return to economic growth will help lessen right-wing bitterness.

Honest Paul Gives Way to Slick Willy

By Richard Cohen

WASHINGTON — Comes a moment when, if you know anything at all about politics, you know it is over. For Paul Tsongas's campaign, that moment came March 13 at a senior citizens' center on Chicago's South Side. Told by some bureau chief that he could not make a speech on city property, Mr. Tsongas merely acquiesced. A local politician and Tsongas supporter named Patrick Murphy could not believe his eyes. "You have all the press here and there's no sound bite!" he fumed. In truth, by then there was barely a candidate.

Back in New Hampshire, when I first saw Mr. Tsongas, he was a brave candidate waging an interesting campaign. By Chicago, he had abandoned his Shakespearean message — "and this above all, to thine own self be true" — and had become a mud-slinger. He de-emphasized his co-slinger, the program and used negative advertising to go after Bill Clinton. This was not the Tsongas that impressed New Hampshire. Whether he admitted it or not, he was out of the race. Thursday, he admitted it. Did Mr. Tsongas's mistakes matter? In a sense, no. Mr. Clinton was always the stronger candidate. Especially in the industrial and aging Middle West, there was no way Mr. Tsongas could do well; he was simply the wrong candidate. Economically conservative and socially liberal, Mr. Tsongas had it backward for Illinois and Michigan, and in no state could he connect with black voters with the working poor — the very scaffolding of the Democratic Party. His was a hopeless task.

But Mr. Tsongas once had something valuable to say. His economic program was based on a large and inescapable truth: Someone has to pay for the excesses of the past and the programs of the future. When Mr. Tsongas said "no more Santa Claus," the press corps groaned but Clinton, the cleverest and most gifted politician the Democratic Party has seen since Hubert Humphrey, pounced. He mauling Mr. Tsongas for his proposed gas-tax increase. That was smart politics, but not energy politics.

Little by little, the United States is clawing its way out of recession. But America's underlying problems remain unaffected. Real wages (adjusted for inflation) are still declining. Productivity, slipping in the Reagan years and worsened since, is really not improving and investment in the infrastructure — bridges, roads, airports and, of course, education — is inadequate. And economists, such as Wallace Peterson, who coined the phrase "Silent Depression" for the continued and sustained loss in earnings power since the 1970s, can see no real reason for optimism.

I have traveled with Bill Clinton in five states now — New Hampshire, Texas, Florida, South Carolina and Illinois. He is an awesome political talent, Bernard Malamud's "The Natural" transferred from baseball to politics. But he has not earned the sobriquet "Slick Willy" for nothing. As Joe Klein pointed out in New York magazine, Mr. Clinton's real character issue is his proclivity to be whatever you would like him to be. He does not — maybe he cannot — offend and suggests that, somehow, with a hoop, holler and some higher taxes for the rich, things will again be hunky-dory. That is a smart strategy that has left him well-positioned for a general election race, but it is not exactly intellectually challenging.

Mr. Tsongas's economic plan was more specific than that. His self-appointed title was "truth-teller," the one who would remind us that whatever animated him to expound a program that only a public-television subscriber could love must have figured in his decision to abandon the campaign trail. He was not, really, a man of masks. The role of the spoiler, or of a political culture circling Bill Clinton and waiting for a lethal scandal, was not what prompted Mr. Tsongas to get into the presidential race.

Paul Tsongas had an ugly moment just before and after the Southern primaries. But for a year before that and the better days since he practiced a genteel and decent form of politics. He credited the voters with intelligence and common sense, appealed to their intellect and not to their prejudices and — seemingly out of nowhere — gave the campaign a dignity it might otherwise not have had. The cliché is that winning is everything, and Paul Tsongas did not win. But anyone who followed his campaign has to conclude that, in ways that also matter, he did not lose either.

The Washington Post

IN OUR PAGES: 100, 75 AND 50 YEARS AGO

1892: Wife for Khedive? CAIRO — The engagement of the young Khedive, Abbas Pasha, to his cousin, the eldest daughter of the late Prince Hassan, seems to have been abandoned for the time being for reasons which do not fail to cause preoccupation in political and religious circles. It is said the Khedive's mother, dreading the influence that might be exercised upon the mind of her son by a legitimate wife, is in no hurry to conclude this match or any other with a woman of the same rank.

1917: New Russia is Born PETROGRAD — The Provisional Government today [March 20] issued a manifesto: "A great work has been accomplished by the Russian people, who have overthrown the old regime. New Russia is born. Everything failed to direct the late Emperor and his Government toward union with the people. This government will do all in its power to supply the needs of

the army to carry through the war to a victorious conclusion. The Government will observe the alliances which bind us to other Powers. It will summon as early as possible a Constituent Assembly based on universal suffrage and will ensure that the valiant defenders of the country may have a voice in the parliamentary elections." 1942: U.K.-Australia Tiff LONDON — [From our New York edition:] The Empire family row over the shift of Richard Casey from the post of Australian Minister at Washington to Britain's War Cabinet began with Prime Minister Churchill's insistence on the move against the wishes of Prime Minister John Curtin of Australia. Curt exchanges between the two Prime Ministers made public early today [March 22] by Downing Street showed that Curt, already annoyed at Churchill's insistence, was aroused further because the announcement of the change came from London before he knew about it.

Advertisement for Maastricht, featuring a portrait of a man and text about the city and its history.

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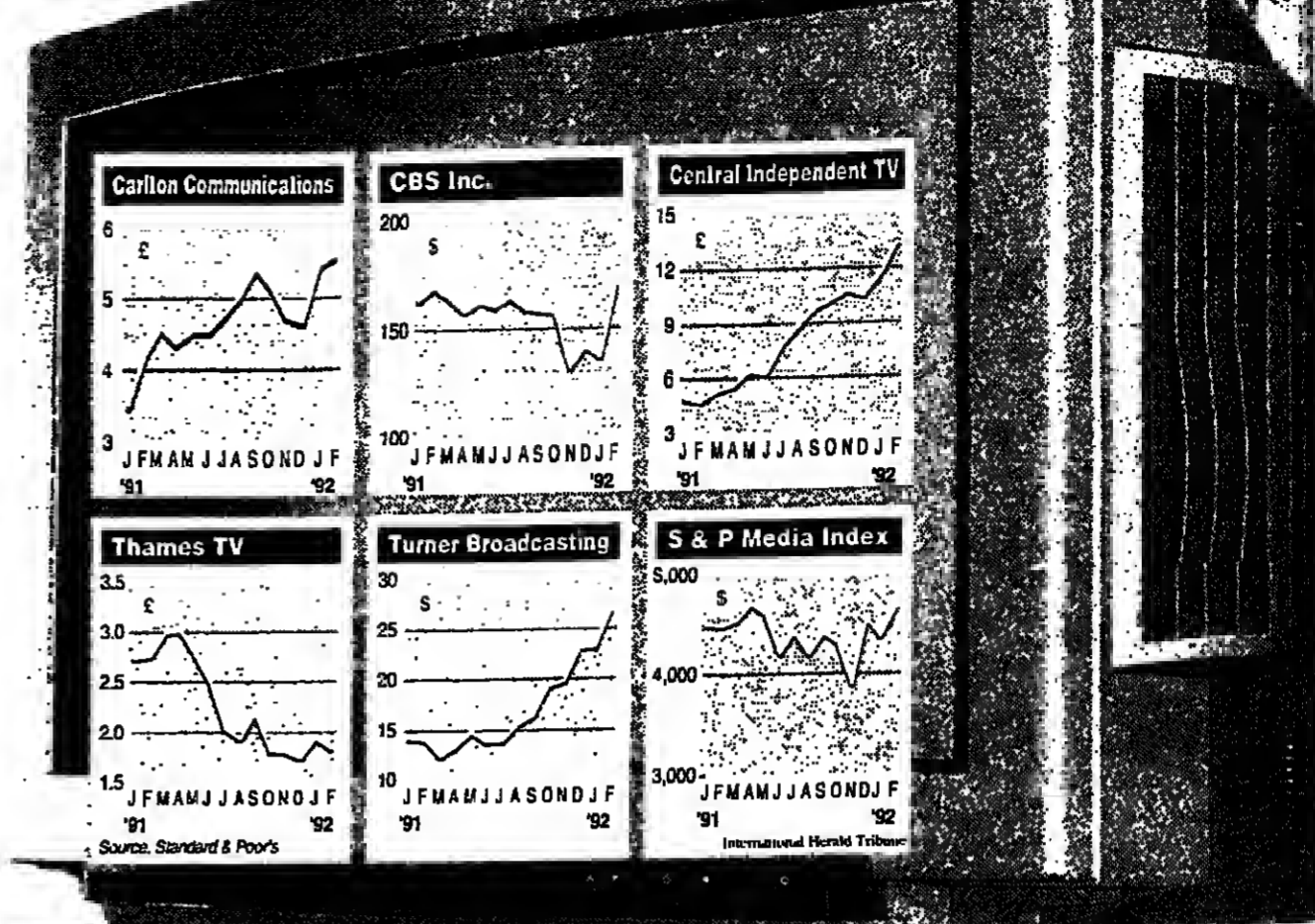
THE MONEY REPORT

FIRST COLUMN Choosing A Safety Net Or Meltdown

HOW would you like it if someone was systematically stealing a percentage of your pay? No, that is not this column's entry in the Rhetorical Question of the Year contest...

Playing the Recovery With TV Broadcasters

By Philip Crawford TIMES have been turbulent for the world's media of late. Television stocks put in a generally dismal performance in 1991 because of widespread recession and consequent cutbacks in advertising spending...



One thing is certain, however, market-watchers say: The recent signs of life shown recently by the long-comatose U.S. economy bode well for advertising spending and, therefore, for broadcasters.

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Picking. THEY'RE known for battered stock shunned by Wall Street but cherished by seeking investors who dare more the herd instinct. Small wonder. These stocks trading well below their high under barrages of negative earnings disapp...



THE MONEY REPORT

Picking for Share Bargains Among the Markets' Castaways

By Judith Rebek

THEY'RE known as "battered stocks" — shunned by Wall Street, but cherished by value-seeking investors who dare to ignore the herd instinct.

Small wonder. These stocks are trading well below their highs, reeling under barrages of negative publicity, earnings disappointments, even possible bankruptcy.

But IBM fits right into Mr. Katz's undervalued stock methodology. He runs some 7,000 companies through computer programs that value the shares, and if a stock's price is at a one-third discount, he takes a closer look.

Another household name that has fallen on hard times is American Express Co. The company stumbled through one public relations disaster after another last year — first, as restaurant owners revolted against its charges for the American Express card, then an unexpected \$150 million loss on its Optima credit card.

Beat-Up, But Still Standing

Table listing top performers on U.S. stock markets over one year to March 2, 1992. Columns include company name, stock price (\$), and % loss. Top performers include Compaq Computers, Columbia Gas Sys., and Pacific Ent.

Source: Datastream

fraught with uncertainty, because no one is sure what OPEC will do," he said. Mr. Rogers bought Pennzoil Co. as it plummeted from a high of \$76 to around \$45 currently, and he is eyeing Baker Hughes Inc., an oil service group trading at nearly half its high of 18 months ago.

High yields are another way that battered stocks often find their way into portfolios, especially with money market funds and bank CDs returning less than a paltry 4 percent.

shopping outside the United States. Jean-Marie Eveillard, who runs the \$300 million SoGen International Fund, looks at share prices relative to a company's cash flow. The lower the multiple, the better he likes it, and that has sent him to Europe, where markets on average are trading at only five times cash flow, half of that of U.S. stocks.

Two of Mr. Eveillard's favorites are Bayer AG, the German chemical and pharmaceutical company, trading at only 2 to 3 times its cash flow, and Promodis SA, the French hypermarket chain, where he holds nonvoting shares at only 2.5 times cash flow.

Some Low-Budget Strategies for Investing With High-Rollers

By D. Jacqueline Smith

IT is impossible for small investors to get into some very successful mutual funds. Why? Sheep minimum initial investments of \$500,000 or so are imposed. However, with a little savvy you'll be able to invest in these type funds for a fraction of the regular amount.

High-minimum funds are targeted to institutions and wealthy investors. They're typically "investment-counsel oriented, value oriented and afraid of being swamped with cash," said A. Michael Lipper, president of Lipper Analytical Services in Summit, New Jersey.

So why invest in these exclusive funds when with \$1,000 or so you can choose from a slew of top-performers? "The reason you'd want to," explained Kurt Browner of San Francisco money manager Browner & Janachowski, "is they're managed by some of the best brains on Wall Street."



Nicholas Arcoviti

successful in recent years than they were in the 1980s. Sign up for an Automatic Investment Plan. You can invest in increments by authorizing the fund to debit your bank account by a cent.

open an IRA with them for \$2,000 or so. They do this because they regard such investments as long term, because investors typically do not move their retirement funds around. And even a paltry \$2,000 in an IRA invested for 20 years is a pretty good asset base for a fund to work with.

the ability to defer taxes on capital gains over time. You can open an IRA with PIMTT Total Return with just \$1,000. With First Eagle Fund of America, you'll need \$25,000 to open a regular account but just \$2,000 for an IRA.

mission 40 percent to 50 percent less than full-service brokers. Also, they won't pursue you for a sale because they don't "push" securities. By opening an account at brokerages like Jack White & Co. (800 233 3411 for calls within the U.S.) and Charles Schwab (800 526 8600) you'll be able to buy shares in some high-minimum funds.

impatience clamoring to get into the Gintel Fund, the management capitalised. They cloned it. "Many of these letters were from small investors," said Cecil Godman, executive vice president of Gintel Capital Appreciation.

A Global Guide To Responsible Shareholding

THE notion that power carries with it responsibility has gained increasing acceptance in U.S. financial circles in recent years. For investors holding shares, that responsibility can create problems, particularly when stockholders are asked to vote on corporate issues (with, arguably, ethical overtones) at company meetings.

Advertisement for Jyske Bank ECU-Account, offering an 8.625% interest rate with a minimum deposit of USD 6,500.

Advertisement for Lombard Fixed Deposit Account, offering a 9.50% PA GROSS rate.

Table titled 'Best Performing Mutual Funds' listing various funds, their performance metrics, and fund managers.

World of Banking Service

Advertisement for 'THE GLOBAL INVESTMENT DIRECTOR' offering a free trial subscription.

Large advertisement for Banque Kleinwort Benson SA, featuring a hand holding a pen and a line graph, with text: 'Two things you should expect from our private wealth management service: One we have down to a fine art.' and 'The other hasn't been seen in years.'







# U.K. Inflation Stands Below Rate in Germany

**LONDON** — Britain's inflation rate is below that of Germany for the first time in 25 years, a development Prime Minister John Major called "excellent news."

The annual inflation rate in Britain was 4.1 percent in February, the government said Friday, unchanged from January. But the figure was lower than the 4.3 percent rate in Germany, where the cost of living has been rising since mid-October.

"For the first time in a quarter of a century, we have a lower inflation rate than Germany, and no one is in any doubt that our inflation is heading ever downwards," Mr. Major said during a campaign visit to the northern city of Bradford ahead of the April 9 general election.

Neil Kinnock, leader of the opposition Labor Party, said the inflation figures were "bad news for Britain" because too high a price had been paid in rising unemployment, bankruptcies and home repossessions.

"The government is suppressing inflation by devastating the economy," Mr. Kinnock said while campaigning in Cardiff, Wales.

The inflation figure was generally in line with economists' forecasts. Several analysts said they were not surprised that inflation was low, given the depth of the recession.

Economists also cautioned against reading too much into the comparison with Germany, where inflation has been pushed up by the effects of bringing 17 million former East Germans into the economy.

British housing costs fell 8.7 percent in February from a year earlier, because of a decline in outstanding mortgage debt. Gasoline and seasonal food prices rose, as did prices of household goods, clothing and footwear.

With Britain stuck in the longest business recession since the 1930s, Mr. Major and the Conservative Party have been struggling to overtake the opposition Labor Party in opinion polls. Of the two latest national polls, one gave the Conservatives a two-point lead, while the other put Labor four points ahead.

# Siemens Sets Poland Rail Restoration

**MUNICH** — Siemens AG said Friday it had signed a letter of intent for a 2.3 billion Deutsche mark (\$1.38 billion) project to modernize the railway link between Berlin and Warsaw, enhancing Poland's access to Western Europe's train network.

If approved, work could begin this year to supply modern facilities for electrified trains and rebuild switches, communications, embankments, bridges and other infrastructure.

Improving the 500-kilometer (310-mile) rail connection would enhance Poland's ties with Western Europe and boost Berlin's old standing as a rail hub now that its borders are open.

Siemens said talks to arrange financing for the project are under way with the World Bank, the European Investment Bank and the European Bank for Reconstruction and Development.

Siemens' share of the project is around 750 million DM, a spokesman said. Other companies involved are Dyckerhoff & Widman AG and Hochtief AG, majority-owned by utility RWE AG. Siemens said it would include companies from Eastern Germany in the project.

# Strike Threat in Germany

**Wage Talks With Public Sector Workers Deadlocked**

**STUTTGART** — Wage talks between the government and Germany's public sector employees broke down Friday, raising the threat of a possible strike.

The union representing the 2.3 million public sector employees is demanding a 9.5 percent pay raise, while the government has stuck to its offer of 3.5 percent.

The union is also demanding an increase of 550 Deutsche marks (\$330) in the annual vacation bonus, far above the government's offer of 75 DM.

An arbitrator is expected to be appointed next week to try to break the deadlock within a deadline of six weeks, during which no strikes can be called.

Also Friday, the IG Metall metals and engineering workers union said a pay deal reached earlier this week for 7,000 heating and ventilation industry employees was worth a total 9.04 percent increase in average earnings.

The union said in a statement the settlement for workers in the state of North-Rhine Westphalia, was made up of a 7.2 percent general wage rise on top of increases in basic pay.

Major region-by-region negotiations for large groups of metals industry workers for whom the union is demanding raises of up to 9.5 percent for 1992, have been under way since March 4, and all have so far been adjourned with no result.

Meanwhile, a study by the Institute of German Economy said that Western German industry had the highest labor costs in the world last year for the third consecutive year, mainly because of the strength of the mark and rising social welfare costs.

The institute, which is financed by German industry, said Friday that labor costs in West German industry were 40.48 DM an hour in 1991, 1.65 DM higher than in Switzerland.

Separately, an Economics Ministry spokeswoman said Friday that Germany is ready to resume export credits to Russia after a two-month freeze.

A German interministerial council has already approved the first goods on a list that Russia had presented to Bonn, she said. The items include food, medical supplies and spare parts.

The council has agreed to grant export credit guarantees for the goods, all from East German firms, and is now only waiting for documents from the Russian state bank before export work would take effect, the spokeswoman said.

Moscow last week agreed in new conditions set by the Bonn cabinet in January for so-called Hermes export guarantees covering trade with former Soviet republics.

(AP, AFX, Reuters)

### Investor's Europe

Exchange	Index	Friday Close	Prev. Close	% Change
Frankfurt	DAX	1,786.33	1,724.83	+0.68
London	FTSE 100	2,467.50	2,467.50	-0.45
Paris	CAC 40	1,919.12	1,921.08	-0.15
Amsterdam	AEX	255.40	255.33	-0.02
Brussels	Stock Index	5,854.89	5,866.95	-0.24
Frankfurt	FAZ	708.44	700.09	+0.05
Helsinki	HEX	861.68	863.02	-0.16
London	Financial Times 30	1,916.58	1,928.10	-0.34
London	FTSE 100	2,467.50	2,467.50	-0.45
Stockholm	General Index	259.40	258.53	-0.02
Vienna	Vienna	1,008.08	1,012.00	-0.40
Paris	CAC 40	1,919.12	1,921.08	-0.15
Stockholm	Akersavärdan	1,068.83	N.A.	N.A.
Vienna	Stock Index	476.36	477.44	-0.27
Zurich	SBS	646.80	644.79	+0.17

Sources: Reuters, AFP

## COMPANY RESULTS

Company	Year	Revenue	Profit	Per Share
<b>Netherlands</b>				
Hooisovens	1991	2,760,000	426,000	1.15
	1990	2,450,000	290,000	0.85
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	1990	2,450,000	290,000	0.85

## Private Holding In Finmeccanica May Total 40%

**MILAN** — The restructuring of Finmeccanica SpA, the giant state-owned engineering and aerospace group, should raise up to 2.6 trillion lire (\$2 billion) and leave 40 percent of the firm in private hands, the president of the group's parent company said Friday.

Under a plan announced Thursday, Finmeccanica would be incorporated into Societa Immobiliare e Finanziaria PA, its publicly traded financial services and real estate unit. Finmeccanica would first give its parent company, Istituto per la Ricostruzione Industriale, the 62.3 percent of SIFA it controls; SIFA would then absorb Finmeccanica.

IRI President Franco Nobili said the company would raise 350 billion lire from placements with institutions and would issue 350 billion lire of convertible bonds. Two other operations would raise up to 1.9 trillion lire.

## Thyssen Predicts Decline in Profit

**DUISBURG, Germany** — Thyssen AG said Friday that it expected results for the 1992 financial year to be markedly lower than last year.

But Heinz Krüwe, Thyssen management board chairman, said in a speech to the annual shareholders meeting that the steel and engineering group's results would be well in the black for the year, which ends Sept. 30. In financial 1991, pretax profit totalled 307 million Deutsche marks (\$184 million).

In the five months ended Feb. 29, group sales rose 1 percent to 15 billion DM, Mr. Krüwe said, and orders rose nearly 4 percent.

## NESTLE: Perrier Victory Sensed

**Brand, representing about 20 percent of the target company's value, to BSN, the French food company.**

BSN has separately bid for Exor as a way to pressure the Agnelli's into allowing Nestlé to acquire Perrier.

For much of the takeover battle, the Bahrain-based Arab Banking Corp. has been buying shares in Perrier. The bank, which has said it was not associated with either side in the bid, added to its stake on Thursday, the stock exchange association revealed Friday.

The bank purchased 10,000 shares for 15.62 million francs, or 1,562 million francs each, representing 0.11 percent of Perrier's capital and raising the total Arab Banking stake to about 5.68 percent.

In addition, Goldman Sachs & Co., which has recently been an active buyer and seller of Perrier shares, bought 4,850 Perrier shares on Thursday in Paris for 1,551 francs per share, the association said.

As part of its offer, Nestlé has agreed to sell Perrier's Volvic brand, representing about 20 percent of the target company's value, to BSN, the French food company.

**Very briefly:**

- The Bundestag, the lower house of the German legislature, again passed a proposal to reduce the number of regional central banks from 11 to nine, as the Bundesrat, the upper house, or Bundesrat, rejected a similar proposal in November.
- The EC Commission's plans to cut high costs of transferring money across European Community banks are to be agreed next week, EC officials said.
- The commission said it had reached an agreement with Japan ending a dispute over port dues EC shipowners had to pay when using Japanese ports, through the controversial Harbor Management Fund.
- Czechoslovakia became the first East European country to sign a free trade pact with the seven-member European Free Trade Association.
- Banco della Svizzera Italiana, majority-held by Swiss Bank Corp., announced a one-for-nine rights issue to finance a restructuring under which it will unite SBC's private banking activities in a new company, SBSI Holding AG, and give up most of its retail banking operations.
- Moulinex SA said that 1991 group net profit had risen 11.2 percent to 149 million French francs (\$26.28 million), and that revenue from Krups, which it acquired in January 1991, had helped boost sales 40.3 percent to 8.36 billion francs.
- Bongrain SA, the French agribusiness group, increased its consolidated net attributable profit in 1991 by 11.8 percent to 350 million francs.
- HBV, one of Germany's two unions representing bank workers, urged more than 10,000 employees in six states to stage one-day strikes.
- Bekaert NV, the Belgian maker of steel cord, and Bridgestone Corp., the Japanese tire maker, have agreed to phase out their 22-year-old joint venture, Bridgestone-Bekaert Steel Cord Co.

Reuters, Bloomberg, AFX

## NASDAQ

Friday's Prices  
NASDAQ prices as of 4 p.m. New York time. This list compiled by the AF, consists of the 1,000 most traded securities in terms of dollar value. It is updated twice a year.

Symbol	High	Low	Open	Close	Change
AA	11.125	11.125	11.125	11.125	
AB	11.125	11.125	11.125	11.125	
AC	11.125	11.125	11.125	11.125	
AD	11.125	11.125	11.125	11.125	
AE	11.125	11.125	11.125	11.125	
AF	11.125	11.125	11.125	11.125	
AG	11.125	11.125	11.125	11.125	
AH	11.125	11.125	11.125	11.125	
AI	11.125	11.125	11.125	11.125	
AJ	11.125	11.125	11.125	11.125	
AK	11.125	11.125	11.125	11.125	
AL	11.125	11.125	11.125	11.125	
AM	11.125	11.125	11.125	11.125	
AN	11.125	11.125	11.125	11.125	
AO	11.125	11.125	11.125	11.125	
AP	11.125	11.125	11.125	11.125	
AQ	11.125	11.125	11.125	11.125	
AR	11.125	11.125	11.125	11.125	
AS	11.125	11.125	11.125	11.125	
AT	11.125	11.125	11.125	11.125	
AV	11.125	11.125	11.125	11.125	
AW	11.125	11.125	11.125	11.125	
AX	11.125	11.125	11.125	11.125	
AY	11.125	11.125	11.125	11.125	
AZ	11.125	11.125	11.125	11.125	

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# Fashion

## The 'Correct' Clothes For a Season of Crisis

**P**ARIS — Dictatorship is on the rise in fashion. A generation ago, liberal attitudes invaded fashion territory, and style became a matter of personal expression within the spirit of the age. No one still believes in dressing by the Great Dictator: hemlines down! pants in! bosoms out! think pink!

Yet, a more sinister dogma is taking hold: Politically Correct fashion. The PC position takes as its starting point an intellectual concept: that the glib 1980s are over and that a new fashion

The answer is that if designers are going to find the way forward for fashion in the 1990s, they have to be bold and resolute. The alternative is running scared, as so many shows did in Milan, where pantsuits were offered as a sop for women who can't make up their mind about skirt lengths. Those who want to wear pants will buy them. But will they be fooled into thinking that the purchase is anything other than wait-and-see?

Another politically correct position is about fashion and sex, where the idea is that in the age of feminism and in the shadow of AIDS, designers should be showing less and respecting women more. The recent lingerie looks and pervasive transparency seem shocking to many women. But the runways seethe with naked flesh and with images of drag-queens and bondage because fashion reflects life as it is, not as it ought to be.

**I**n charting fashion's future, it is mistaken to imagine that there is only one true path: that skirts can only be long and skinny and never short and wider; that clothes must only be plain and never wildly decorated; that colors have to whisper rather than shout; that androgynous pantsuits cannot coexist with feminine dresses; that designer fashion has one point of view, and that there is no alternative.

Instead, we should all celebrate the fact that the Paris ready-to-wear shows offer such vibrant diversity. Out of the meeting of minds and the clash of cultures, from the weird, the wacky and the wearable, will emerge the look that ultimately defines the decade.

There is no such thing as "right" and "wrong" fashion — only good and bad design. And the one sure thing about the style of the 1990s is that nothing will come out of concentrating on classics and maintaining the status quo, however PC it is for fashion to lie down and play dead. As Karl Lagerfeld says: "Politically correct fashion should be the opposite of what people expect. Fashion in difficult times should be more exciting, daring and advanced."

**B**room must sweep away all that belonged to the last decade. The galloping consumption that produced a golden age for designer fashion is now derided as frivolous and distasteful. Colors must be sober, styles discreet, and people should dress (preferably in a white T-shirt from the Gap) in tune with hard times.

Nothing in history suggests that when things get tough, fashion goes on hold. The reverse is true: From the French Revolution to the Depression of the 1930s, clothes for crises have been challenging, provocative, glamorous. Significantly, that is the current mood in London's clubland, where elaborate makeup and chignons, with sensual, colorful clothes, are worn in defiance of a drab world. Vivienne Westwood, always at fashion's forefront, showed Hollywood glamour faced with denim and stretch in her London show.

"I don't even think that long skirts are particularly sensible," she said. "But then fashion isn't about being sensible, but about the way you feel."

The Paris shows have opened against a nervous and dismal economic climate. Yet, the early shows are all in their different ways, taking fashion to the edge. The black shrouds that cloak Comme des Garçons' defiant feminism have never been blacker; shoulders have shrunk significantly from padded to poor boy; skirts have dropped dramatically from thigh-high to ankle-deep. All this will reinforce a general criticism that fashion is out of touch, even out of order. Within the beleaguered trade, people ask: Why rock the boat when clothes are a hard sell?



Karl Lagerfeld's transparent, ankle-length skirt and body-conscious jacket.

## Lagerfeld's Lust for Long Maxi Is Accessory to a Skinny Silhouette

**P**ARIS — The maxi skirt — a free fall down to the ankles — has arrived back in fashion. Karl Lagerfeld electrified the runway Friday with flashes of bright hose and sheer length of leg, but all seen through the slits or thin veils of his decisively long skirts. Taken with new jacket shapes, raised in the waist but long and lean, it made a persuasive new silhouette.

"It makes everything else look old-fashioned and obsolete," raved Joan Kaner of Neiman-Marcus, as she tugged at her short skirt backstage.

"I'm going to wear it — I think it's very sexy with all the slits at the hem," said the socialite Susan Gutfreund.

The show was a tribute to Lagerfeld's exultant creativity. That will be stretched still further if the polymath designer becomes director of the studio at Chloé, the house where he was designer for 20 years until 1974 and still holds rights in the fragrance.

Sources close to Lagerfeld said Friday that the Karl Lagerfeld company will be sold by Cora Revillon to Dunhill, which owns Chloé, with Lagerfeld himself as part of a package. Lord Douro, Dunhill's chairman, said Friday that discussions were in progress.

**L**AGERFELD showed a brilliantly inventive collection, but are his long skirts a fashion revolution? No, because they were just an accessory to the designer's skinny silhouette, and because they did nothing to cover up the legs.

Right from the opening leather jackets and lean knits, the accompanying skirts were made in stretch tulle so fine you could strain yogurt through it. Or they were slatted at the hem showing hose that matched the top halves.

Lagerfeld said that he was inspired by Czech Cubism, which meant that vertical lines were bisected with horizontals, done in cutting, stitching or in fiery red sequined embroideries on black crepe evening dresses. The colors were somber, the soft-and-sour greens and mauves of the Cubist period.

"More than ever it is about cut," said Lagerfeld, to explain the jigsaw puzzles of jackets that had diamond seaming at the midriff, ties below the bust, or a bottom half that flared into pleats from the hips to balance the tiny shoulders. These tailoring ideas, with their subtle play on proportions, are Lagerfeld's building blocks.

Since everything was layered — a curvy hip-length jacket, a thigh-length tunic or a three-quarter coatdress — the skirts are optional. Women may replace them with narrow pants. But it was Lagerfeld's fashion genius to make the unlikely transparent skirts or svelte slits an option that, at least for the duration of the show, seemed worth taking up.

But for the week's real fashion happening, you had to be perched on a piece of rundown furniture in the Salvation Army thrift shop where Martin Margiela showed his 1970s flea-market look. The Belgian designer, a former assistant of Jean-Paul Gaultier, first sent out a Fellini-esque Salvation Army band, dressed in a ragtag assortment of clothes off the thrift-racks. They were followed by fashions in the same spirit but intricately pieced together: maxi skirts cut on the bias with a grid of bunched-up seams; tunics and long skirts knitted in lumpy, boiled wool; coats carefully cut with washbuckling cuffs and back pleats, with their hems scraping the floor; poor-boy mesh singlets worn on top of shrunken sweaters.

**M**ARGIELA started the unfinished symphony that is currently playing through avant-garde fashion, and he sent out reminders of his earlier collection in the raggedy undone hemlines and plastic garment-bag bodies. These deconstructed looks part of a strong anti-establishment movement, have already reached the Chanel runways. "That makes me laugh," Margiela, wearing denim and his signature sailor cap, said after the show.

Chloé had a silver-screen glamour under its designer Martine Sitbon — but not much cutting edge. Here, pantsuits skirted the hemline issue, coming out in sugared almond colors under sweeping long coats, or they were long fitted jackets and narrow pants in graphic checks.

In spite of an opening long dress unbuttoned thigh high, skirts were short and sassy by day and pretty at night in flutters of iridescent chiffon. Sitbon's very-Versace prints of baroque picture frames on silk shirts and leggings looked like last year's trend.

For those who want well-behaved clothes, Givenchy had trim suits, shirtwaist dresses and suits, all with short skirts given a bit of a flutter with pleats. The sharp-shouldered silhouette was softened up with suede or with the many knitted outfits, including bright checks that were part of a hot and strong color theme. For evening, he showed cocktails of velvet and chiffon.

Conventional couturiers used to show in the second week in Paris, leaving the early slots for the avant-garde. But maybe the designer Robert Merloz was trying to be daring and different with his fur collection for Saint Laurent, which included a military duffel shown with a bearskin helmet, mink pompons on slippers and a faint ecological echo in the Robin Hood colors of green and brown.

Merloz shows his ready-to-wear collection on the runway next season, and the YSL family, including Yves himself, were out in full support.

SUZY MENKES is the fashion editor of the International Herald Tribune.

## U.S. Creators Have Designs on Europe

**By Bernadine Morris**

**N**EW YORK — When Oscar de la Renta introduces his fall collection in the courtyard of the Louvre on Tuesday, it will be the third time this American designer has stormed Paris, the citadel of world fashion. He says he is here to stay.

"We've established permanent offices for sales," says the designer. "We will prepare our shows there. We can keep stock there. And we're looking for our own boutiques."

"We've sold in Europe very well. We have stores in Germany, Switzerland, Italy, Spain, Holland and the Scandinavian countries."

"In the beginning, I tried to get some of the retailers to reduce their orders, because I didn't want them to get stuck, but I've been told by many that every piece they ordered sold."

"Our first show cost \$800,000 to produce, our second, \$750,000. This one will come to about \$500,000 — almost as much as it is at home. The advantage is in Paris, you do not only get to show to American stores, you get the world."

Many American designers also have their eye on the world. "Global" is, in fact, the newest catchword in fashion. But no one yet is ready to follow de la Renta to the runways.

"Show in Paris like Oscar?" asks Ralph Lauren. "My home is in New York. This is my base. The retailers and the press come here, just as we go to Europe."

Lauren has plans to expand his presence in Europe, but he has chosen the boutique route. In 1981, he opened his first London shop in New Bond Street. Five years later there was a Lauren shop on the Rue Royale in Paris. Today there are also boutiques in St. Tropez, Munich, Zurich and Brussels. There are discussions under way for additional stores in England, Paris and Italy. He also sells to Galeries Lafayette.

"The answer to European business is your own shops," he says. "We also plan to sell more stores, but the stores in Europe are generally small, so it's more advantageous to have your own."

Geoffrey Beene took the fashion show road long before Oscar de la Renta. He presented a collection in Milan in 1976. He followed with private shows in Vienna, Rome, Brussels and Paris, invited by U.S. ambassadors.

"The questions I faced then were, 'Why an American?' and 'Why this American?'" he recalls. "The idea, of course, was to awaken Europeans to American design."

"As a result, we have been selling to stores in Berlin, Zurich, London and Düsseldorf. European retailers have bought my clothes in New York — some even appreciated them," Beene says, wryly.

Beene points out that he has never been part of a trade show. He considers Paris a mass market "and I never wanted to be part of a mass market," he says.

For the past two years he has been looking

Continued on page 17

## Meanwhile, Back at the Dude Ranch . . .

**By Cathy Horyn**

**W**ASHINGTON — In the 1962 movie, "How the West Was Won," the usual things happen. The wagon train arrives. The Indians tomahawk a few cowboys. The cowboys get mad at the Indians. They fight it out. Cowboys win.

In the 1992 remake, "How the West Was Won," the plot thickens as designers advance, scissors drawn, toward fall: fringes, the pants, stud the jacket, tie up the girl. Call in the press for reinforcement. It's a familiar cycle of exploitation.

By now, it should be pretty obvious that designers at home and abroad have taken a fancy to the American West, a fascination that manages to grasp, in its crudest form, the mythological role of the outlaw hero in American culture. Gianni Versace is perhaps the most articulate interpreter of that myth, systematically exploiting every stereotype of the Wild West, from whorehouse to jailhouse, and laying out a vision of women as sexual predators. The vixen in dog collar and harness.

But where Versace is relentlessly raunchy, other designers are simply amused by the clichés and their clothes capture some of the lunacy of our Saturday morning exploits with Lash LaRue, Roy Rogers and Sky King. Rifat Ozbek mixes Indian totems with funkadelia. In New York, Isaac Mizrahi rings horseshoes around black lace and cuts regal black satin into evening chaps. Marc Jacobs, designing for Perry Ellis, paints Southwestern souvenir kitsch on ball gowns. In London last weekend, the cowboy and biker myths merged as a statement of something fierce and primitive: sleeves backed off leather jackets and replaced with boiled wool knitting or ratty fleece.

Small wonder that both American and European magazines have latched onto the cowboy mystique; it seems to fulfill every urban fantasy about being stranded in a Texas town, defiled in a honky tonk or parked seductively on the tailfin of a pink Cadillac by the side of the road at sunset. These settings, with their flat vistas and undercurrent of sexual danger, are straight out of the road movies of the '60s, the kind of films that Roger Corman made about outlaw men, victimized women and the righteousness of a violent death. In that context, the clothes today seem nostalgic.

From a commercial standpoint, the dude factor has been good for America. Western boot companies like Tony Lama and Justin have seen their overseas sales grow significantly in the last few years, especially in Japan. "Last year, we sent orders to Japan once every month," says Norma Yurnia, foreign sales representative for Tony Lama in El Paso, Texas. Justin, which is based in Fort Worth, sends boots to Italian



Spaghetti western: Versace's tight jeans skirt and fringed cowboy shirt.

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CATHY HORYN is fashion editor of The Washington Post.





Fashion / A Special Report

Customers Set the Trends

What's In? Price-Conscious Consumers Go for Quality

By Michèle Loyer

PARIS — In 1947, when Christian Dior presented his "New Look" collection to the press, women, after the initial shock, rushed to drop the hems of their skirts about 10 inches. In another age, women now reject slavish obedience to the designers' whims. Nor is it considered chic to display designers' signatures.

"Today, if you want to wear a Chanel suit, you must at least remove the buttons," says an ex-fashion-victim-turned-individualist. Customers' attitudes are outpacing fashion trends. Quality, authenticity and simplicity are the watchwords of today's fashion.

A more mature approach to consumption is emerging, based less on impulse than on real need. This trend is confirmed at every level of retailing, from the specialty shop to the department store.

"Our customers are much more cautious," notes Françoise Chassagnac of the Victoire boutiques. "They pay a lot more attention to price and quality. Fabric, buttons, lining are as important as the label." "Our customers know exactly what they want to buy and they won't be lured to buy anything else," says Elizabeth Bouchonnet, sales coordinator of Franck & Fils.

Quality can also mean creativity and imagination. Maria Luisa, owner and buyer of the trendy Right Bank boutique that bears her name, believes that in difficult times, the most avant-garde styles sell best. "My clients are fashion-conscious women who look for investment purchases," she says. They follow the golden rule of elegance: "Buy the most avant-garde or the true classic." Clever shoppers know how to combine both.

Although some women still remain faithful to one designer, the creative impact, rather than the name, matters today.

"Some designers with a very strong image like Helmut Lang, Romeo Gigli or Issey Miyake, have their cultists, but the majority of women are totally opportunistic," says Fatima Habchi, buyer for the designers' department of Au Printemps. As designers gradually lose their strongholds, they tend to reflect women's new versatility in their collections. Their fashion statements are often a kaleidoscope of opposites: long and short, soft and sexy, sober and exuberant. It is up to the customer to sort it out.

OF the many fashion propositions seen on last season's runways, which will be ratified by the street? A survey of leading Paris boutiques and department stores offers hints of which styles could become tomorrow's classics. Generally speaking, "in" are all the products that combine quality, comfort and color, along with a taste of luxury at reasonable price, such as a silk pullover or blazer.

LONGER HEMLINES: This may be the most controversial issue, though it is surprisingly well accepted by women who must have been ready for a change after several seasons of fanny-bugging minis. The long skirt comes in two basic interpretations — soft or hard. Soft skirts take the form of circles, or are pleated, paneled, or flounced. Hard skirts are tubular, cut in stretch fabric, with a front slit. Whether sophisticated or girlish, long skirts are selling.

SHORT SKIRTS: Still very much in evidence, the miniskirt is a favorite with women who want to look young or feel they are too short to wear the longer lengths. The newest version of the short skirt is soft and pleated, or draped on one side like a pareo. It can also be replaced by shorts, another classic of the season.

DRESSES: Best-seller of the early spring. Favorite styles are midcalf or even ankle-length, with small bodices and wide circle or pleated skirts. They are cut in fluid, silk-like fabrics, plain or printed in dots and tiny patterns. A couture version of the dress is a modernized Jackie Kennedy shift worn with a matching jacket, in the mood of the '60s.

TROUSERS: They should benefit from the long-short debate. New trousers are a modified version of the winter caçons, slim and flat in the front, with tapered legs and sometimes a high-waist effect. The fashion-conscious customer will wear them with a matching jacket to resuscitate the once famous "trouser suit."

TRANSPARENCY: A favorite theme of designers, so far, it is well-received when it remains discreet — lace fabrics and knits, chiffon and gauze sell better than cutouts and peepholes on the front of a garment.

THE "REAL SUIT": In the designers' current interpretation, it is a closely fitted, double-breasted jacket and narrow skirt cut in heavy saïon or fake leather.

THE BLAZER: A "must" for spring. Choicest blazers are cut like men's jackets and worn with narrow pants.

COLOR: One of the prime incentives to buy something new this season. The most successful color families are the primary brights for junior styles, soft and luminous pastels for citywear, together with the new summer reds, from cherry to wine and purple, and blue, from indigo to slate. Neutrals are no longer sad but are enlivened with touches of yellow and chartreuse.



Ann Demeulemeester design, left; unisex gear from Walter Van Beirendonck (circle); Dries Van Noten, far right, and one of his designs, at left.

Belgium: How the Ugly Duckling Grew Up

By Alexander Lobrano

ANTWERP, Belgium — Ten years in the making, the Belgian Revolution is now fully dressed. This is a story of coats and dresses rather than guns, since it is through the work of an uncommonly talented assortment of young fashion designers that Belgium is now having a surprisingly major impact on the direction of contemporary fashion.

A short roll call of those designers who have made and are making the country's reputation includes Dries Van Noten, Walter Van Beirendonck, Ann Demeulemeester, Veronique Leroy, Dirk Bikkenbergs, Chris Meisdagh and Martin Margiela.

Until the 1980s, the idea of Belgian fashion might have seemed like an oxymoron. Then, six years ago, six young Antwerp designers showed up at the London Designer Show and created a sensation with the audacity of their presentations — Walter Van Beirendonck, for example, dressed up as a gnome, sitting on a plastic toiletstool — and the creativity of their clothing, exemplified by Dries Van Noten's perfectly finished, found-in-the-attic-of-Europe ensembles and Ann Demeulemeester's refined minimalism.

These fledglings also included Bikkenbergs, today a well-known men's wear designer, and women's wear designers Dirk Van Saene and Marina Yee.

Meanwhile, everyone in London wanted to know, "Who are these people? Belgium? What's going on in Belgium?"

After a few more seasons in London, everyone knew what was going on in Belgium: A group of young designers, reacting to the country's domination by big French and Italian designers and to the unbending local bourgeois formula for elegance — conservative clothing decorated with obvious status

symbols — had decided to clean out the country's closets.

Today, the results of this fashion fervor are seen in the window of the world's best shops and in the pages of the glossiest fashion magazines. Van Noten has 70 sales points in Japan alone and went from sales of \$1 million in 1987 to \$7 million last year.

Trend-sensitive Fiorucci has just opened an in-store boutique at its Milan shop to showcase Van Beirendonck's unisex "Wild & Lethal Trash" line; and Demeulemeester is sold by Maria Luisa, L'Eclaireur, Galeries Lafayette and Kashiyama in Paris.

Speaking beyond their individual experiences, the Belgian designers have several ideas as to what specifically propelled their country to the front ranks.

"There's so much noise in a city like Paris, but here [in Antwerp] we don't hear anything about fashion, and this has been a big advantage for me since I need the purity and the isolation of living outside the world of fashion," says Demeulemeester.

"It was a matter of things coming together," says Geert Bruloot, an Antwerp jack-of-all-trades whose talent for publicity helped launch the Antwerp designers and who is today one of the city's most influential retailers with his shops Crocodrillo (shoes) and Louis (clothing). "It all started about 20 years ago when they first created a fashion department at the Akademie [the Antwerp art school where Rubens studied], and then 10 years ago the Belgian government started encouraging the fashion industry with small grants," says Bruloot.

Beyond the importance of the fashion-design program at the Akademie was the enormously cosmopolitan and uncharismatic atmosphere of the country itself, the headquarters of the European Community and center of the world's diamond trade. Belgium is also comprised of two very differ-

ent and often conflicting local identities — that of Flemish-speaking Flanders and French-speaking Walloons, and what this had led to is a psychologically avant-garde situation where many young Belgians see themselves as Europeans first and then either Flemish or Walloon afterward.

This subsumed national identity led to a lot of freedom. As Dries Van Noten explains, "Belgium is a very cultured country without many obligatory cultural references."

Often referred to not very accurately as a sort of European Ralph Lauren, Van Noten explains his approach to fashion: "Tradition is very important to me. I have respect for the past and it's reflected in my clothing. I don't try to do replicas of old clothing, though, but rather I use the old base as a point of departure, changing the proportions, colors and fabrics to something modern."

ALMOST as attentive to merchandising as he is to designing, Van Noten's handsome Euro-traditional look is sold at first-rate stores all over the world, though he is especially pleased to have recently added Harvey Nichols in London and Maxfield in Los Angeles. This new season in Paris is the end of his seasonal themes. These themes, British India and Rich Man/Poor Man among them, were important to making his reputation — he completely redecorated his studio and showroom to express the season's theme — but now he has dropped this concept.

Walter Van Beirendonck, 36, is the wild man in the Belgian pack and made his original mark with provocative and offbeat knits and separates for men. He is shrewdly sensitive to the way young people think, which is why Fiorucci's picked up his new line. Wild & Lethal Trash, a collection of vivid, often sloganed and mostly knit club and casual wear.

"Young people want to dress up a bit, to wear something more than the basics, but they want something that's easy, humorous and sexual," he says.

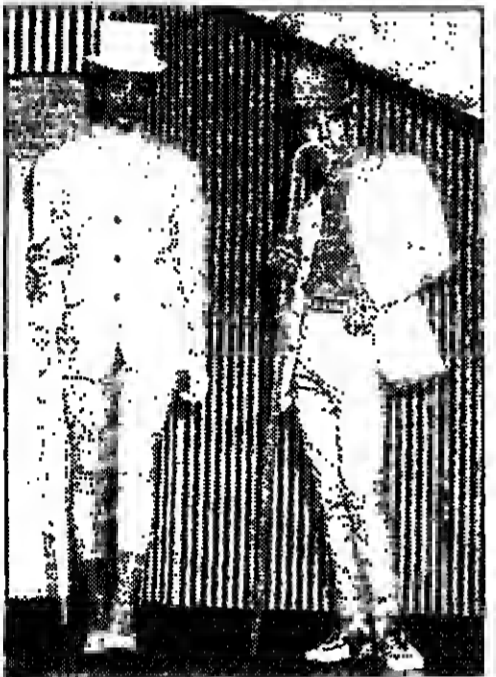
Exactly idealistic, Ann Demeulemeester is the most successful of the designing women from Belgium. Six years after her London debut, she has earned a solid reputation as a creative designer who produces exciting but perfectly wearable clothing, which is probably why questions about her Belgian nationality exasperate her. Still, even though half of her collection is produced in Italy, she insists on working in Antwerp.

"I'm really more of an architect than a designer," she says. "My clothing is about emotions and contrasts, and this season I've worked with a cigarette silhouette to express the conflict between the poetic and pure and rebellious and wild. I'm not influenced by Paris or Milan and I don't want to be."

Although the success of the first Antwerp designers has inspired many to follow in their footsteps, the latest rising star from Belgium is not Flemish but Walloon. Veronique Leroy, 27, is from Liège, the French-speaking steel and coal-mining city, and though she has lived in Paris for eight years, her hometown remains a strong source of inspiration. She explains her latest collection by saying that it is for "women who aren't afraid to make fun of themselves. For example, it's the story of secretaries who make a big effort to be elegant and sometimes end up being very maladroit, and in being maladroit they create something wonderful."

In many ways, Leroy's ugly duckling story very neatly sums up the evolution of Belgian fashion.

ALEXANDER LOBRANO is a journalist based in Paris.



Gaultier's updated trouser suit.

MICHELE LOYER is a journalist based in Paris.

Leading U.S. Creators Have Designs on Europe

Continued from page 15

for the "right location" for a small boutique, like the one he has in New York in the Sherry Netherland Hotel.

"I would rather sell my clothes to customers in my own shops than show them to retailers in tents in the Louvre," he says.

He is interested, above all, in making clothes that look modern. Those shown in Paris are not particularly modern, he believes.

"Some of the best things in design come from California. And there is a lot of intelligence at work in Germany. Who knows where the next excitement may come from? It may not be Paris."

The designers who are most optimistic about Europe as a market tend to be those who focus on sportswear. Calvin Klein, Donna Karan and Anne Klein are leading contenders. All have plans to expand in Europe.

"We took our time going into Europe because we want to have a solid game plan," says Barry Schwartz, chairman of Calvin Klein. "We had plenty of offers to sell our jeans and our underwear, but it's important to Klein that his main collection be represented, because that is his design statement. The larger European specialty shops come to New York and buy the clothes in our showroom."

"Calvin believes that the way to enter Europe is with our perfume, which will be strongly promoted this spring in the United Kingdom, Germany, Austria and Switzerland," says Schwartz. "This will lead to increased interest in our clothes, we believe. We're erring on the side of caution, but we expect our business in Europe to grow steadily."

Stephen Ruzow, president of the Donna Karan company, says that at the moment, 5 percent of the business is in Europe.

"Ultimately, in about five years' time, we would like to see one-third of our business in Europe, one-third in Japan and one-third in the United States," Ruzow says. Shipments have been made either from the New York area or from Hong Kong, but by the fall, a

distribution center will be set up in the Netherlands to consolidate the styles from different factories, inspect them and deliver to European accounts on hangers.

The company is also planning to open a showroom in either Milan or Paris to handle all European accounts, possibly by next year.

"When we do establish a showroom, we might seriously think of doing a fashion show," Ruzow says.

Andrew Rosen, president of the Anne Klein companies, says, "We've talked about it, researched it a little bit and want to be ready to take advantage of the changes in marketing that will come with the economic unification of Europe."

But there are a lot of things to be ironed out, he says.

"Timing is a problem — in New York we show four collections a year and we show them later than European producers with two collections a year," Rosen says. "In this country, we are aware of the climatic variations and we know what weights and what fabrics will sell where — we have to figure this out for Europe."

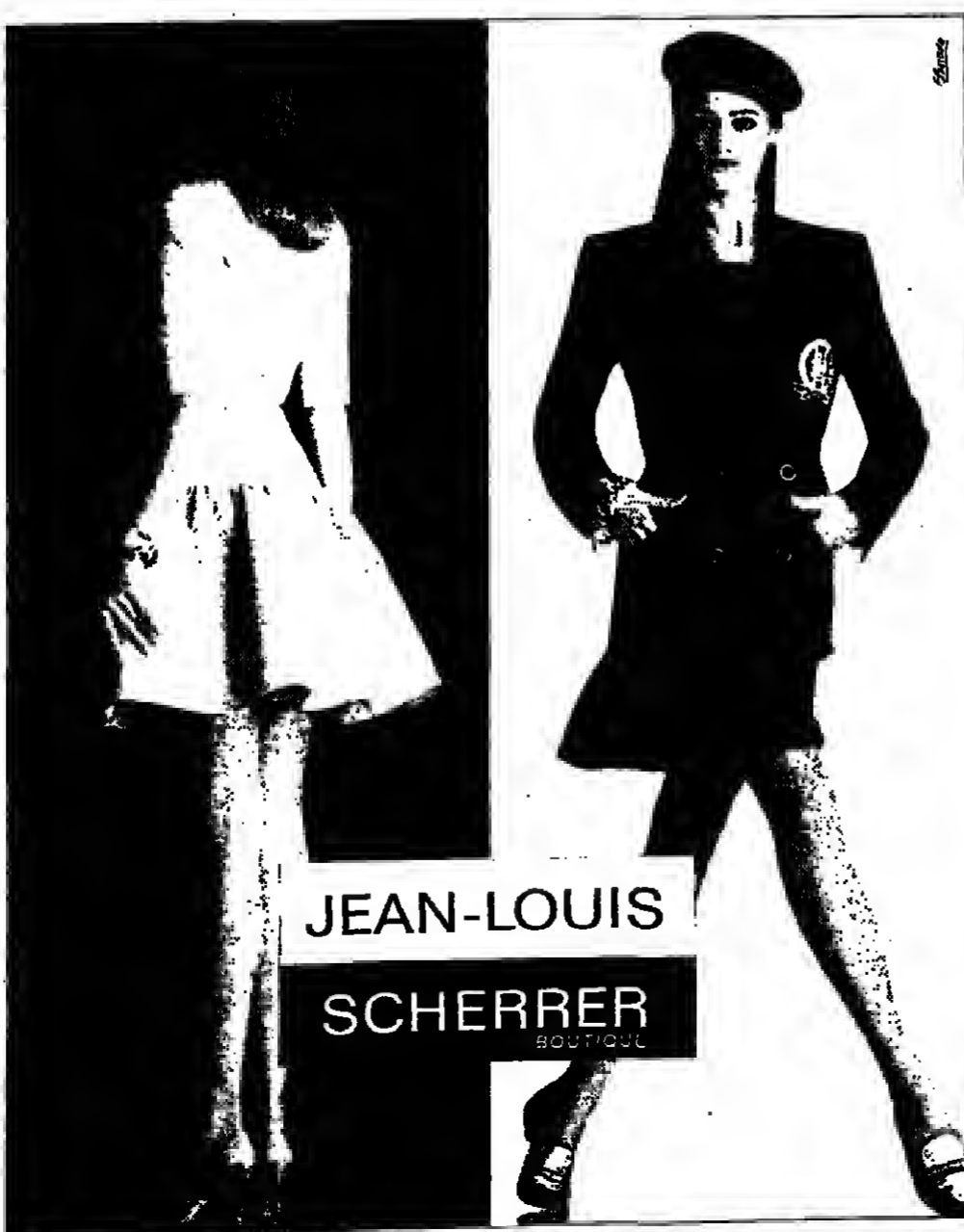
The Anne Klein group, which includes Collection, Anne Klein II and A line, sells to Harrods and Harvey Nichols and finds "London the easiest place to understand," Rosen says.

"But we are serious about making a commitment and will invest the money to set up an organization," he says. "What we have going for us is American sportswear. It is a distinguished product."

most prestigious American designer and certainly the most expensive — his prices start at \$4,000 and then climb steeply — is one of the few who has no plans to sell abroad. In the past, he was offered design jobs at leading couture houses, but preferred to head his own company in Los Angeles.

"Expansion is out of the question for me — I couldn't produce the clothes," he says. "I buy my fabrics in Europe but I don't plan to sell to stores there." He thought for a moment and said, "But then again, who knows? I just might change my mind."

BERNADINE MORRIS is chief fashion writer of The New York Times.



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# SPORTS

## 2 U.S. Doctors Give Pitching Styles a Detailed Checkup

NEW YORK — To baseball fans, Dwight Gooden and Nolan Ryan may have quite different pitching styles, but from an orthopedist's point of view, they are doing essentially the same thing.

Now researchers studying the delivery of top major leaguers have identified exactly what they do right and have devised a checklist for coaches and trainers to use to keep their pitchers on the mound and out of the doctor's office.

The researchers, Dr. Joe P. Bramhall, a team physician at Texas A&M University, and Dr. Charles Dillman, a consultant to the American Sports Medicine Institute, videotaped the deliveries of 48 major league pitchers, including Gooden, Ryan, Roger Clemmons and Dave Stewart. They took measurements of computerized videotape images.

"We were going to look at all these different styles to see how they can all throw so hard," Bramhall said. "But when we evaluated the biomechanics of pitching motion, the critical points — the arm angle, the elbow angle, the shoulder angles, the balance — all the things on our checklist were remarkably similar, although out there on the mound they look like they're totally different."

The researchers, who announced their results at a meeting of the American Academy of Orthopedic Surgeons last month in Washington, said the findings were important because of the large number of injuries suffered by pitchers, especially talented children who pitch too often at the insistence of ambitious coaches.

"A good pitcher in Little League will be pitching and pitching from the time he's a kid," Bramhall said. "And he'll end up with a bad arm by the time he's 20, even though he's good, because he's injured himself. We can't get people to stop playing these kids, so we want to work towards targeting these kids and getting them to learn good mechanics right away."

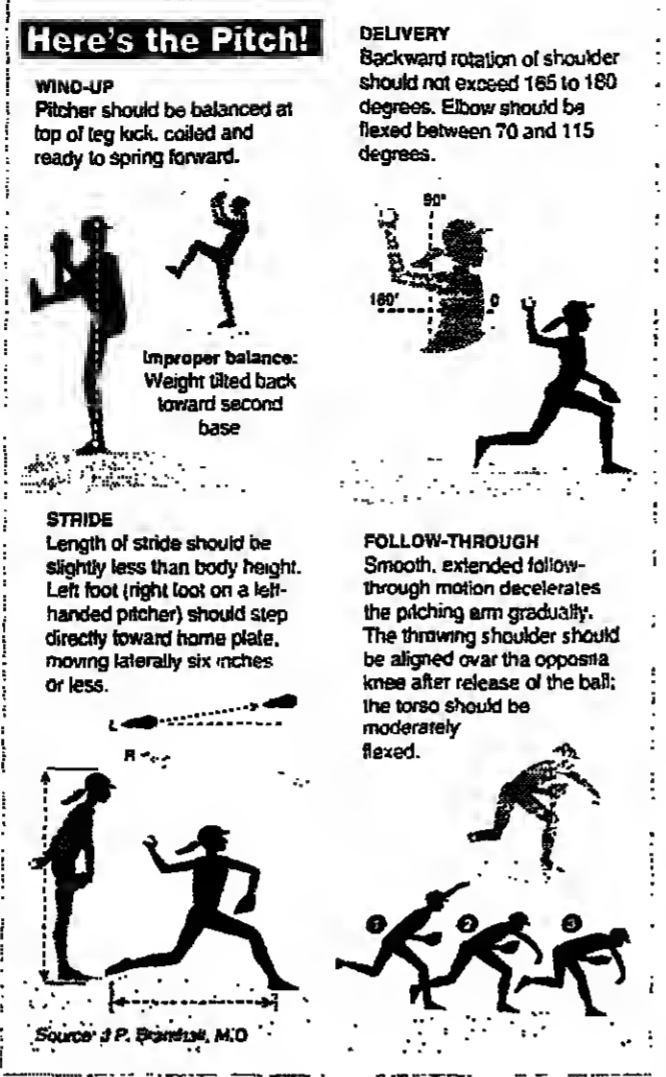
While most injuries only affect players while they pitch, injuries can follow players off the field for the rest of their lives.

"These things have been known in baseball circles for a long time," Bramhall said. "What we've developed is a standardized way for coaches, trainers and therapists — people who have not been professional coaches for 20 years — to understand how to teach their pitchers."

For coaches and trainers to use the checklist, they will need to videotape their pitchers from three angles: from center field, home plate and either first or third base.

Dr. William Grana, medical director of the Oklahoma Center for Athletes in Oklahoma City, cautions that the ideal pitching style for a world-class adult athlete may not be the same for a young child, and that overplaying may be a much more important cause of injury for young players than incorrect style.

"Pitchers in the majors are going to be throwing at 80 or 90 miles an hour," he said. "No little kid is going to throw the ball that hard. Changes in mechanics shouldn't be considered a replacement for keeping a Little League player to keep him from getting injured."



## Change at Home Buoy South Africans Cricket Semifinal Sparks Country's Fervor After 22 Years of Isolation

SYDNEY — South Africa's cricketers chase a place in the World Cup final with the mounting support of their sports-mad republic giving the team captain, Kepler Wessels, and his players an added emotional lift.

The South Africans displayed confidence and excitement on Friday as they prepared to face England in the day-night semifinal match here on Sunday, aware that momentous political changes at home had given their progress a significant new dimension.

Wessels' team aims to reach the final in South Africa's Cup debut after nearly 22 years of international isolation. But whatever the result of the match in Sydney and the semifinal in Auckland on Saturday, there will be a new name on the Cup.

West Indies, winner of the trophy in its inaugural year in 1975 and again in 1979, has been eliminated, as has the 1983 champion, India, and the 1987 winner, Australia.

South Africa's success in reaching the last four has already stimulated immense fervor in the republic, so much so that President Frederick W. de Klerk has twice telephoned Wessels.

"He rang after we lost to England to say the whole country was behind us," Wessels said, in a reference to their defeat in the round-robin competition.

A South African sponsor has pledged 250,000 rand (\$88,000) if the team beats England and a similar amount if they win the final.

The captain of the English team, Graham Gooch, made it clear from the outset of their campaign, which began with a tour of New Zealand, that winning the World Cup was the priority.

After defeats by New Zealand and Zimbabwe this week, Gooch's side must bounce back against a South African team that he said would "provide very stiff opposition."

"They are very keyed up," he said of the South Africans.

Gooch, who captained the first renegade English team to South Africa 10 years ago and later played there for Western Province, said, "I spent two very enjoyable seasons playing in South Africa but I never thought I would play against them in an official match."

Saturday's duel at Auckland's Eden Park is a confrontation between the New Zealand team, which has confounded all expectations by reaching the last four and a Pakistan team led by Imran Khan.

His New Zealand counterpart, Martin Crowe, would like nothing better than to complete his team's comeback with a Cup triumph.

A major stumbling block may be the Pakistani leg-spinner Mushtaq Ahmed, who has bewitched more than one winning spell as his team overcame indifferent form to snatch a semifinal spot.

Crowe has used local wicket-spinners to give his batsmen practice, but Imran warned that a few overs against leg spin and gloves might not be sufficient.

"A half-hour crash course is never enough. You need more time," Imran said, leaving the scene set for a tactical battle on a slow pitch that has already undone Australia, South Africa and West Indies.



Mark Greatbatch, New Zealand's opening batsman, at practice on Friday with Ian Smith.

## Mets Rape Inquiry Moves to N.Y.

PORT ST. LUCIE, Fla. — The police said Thursday they were interviewing at least six people in New York in connection with allegations that a woman was raped here last March by three New York Mets.

The authorities said none of the people were witnesses to the alleged attack. According to a complaint filed by the woman earlier this month, the attack occurred in the early hours of March 30, 1991.

The authorities said that one of the six being interviewed in New York had called the police in Port St. Lucie to volunteer information.

"The information that we were given on the phone by this person we feel is critical to our investigation," said Lieutenant Scott Bartal, a spokesman for the Port St. Lucie Police Department and one of three investigators assigned to the case.

The Mets, meanwhile, tired of being asked about the allegations, have banned as many as 40 reporters and photographers from their clubhouse and fields.

## BOOKS

### THE OVERWORKED AMERICAN: The Unexpected Decline of Leisure

By Juliet B. Schor. 247 pages. \$21. Basic Books, 10 East 53d Street, New York, N.Y. 10022.

Reviewed by Witold Rycyznski

A 1989 POLL asked Americans if they would be willing to give up part of their current incomes in return for additional free time; two-thirds of the respondents said yes — the average amount they were willing to relinquish was 13 percent, which represents more than half a day a week. This was the first time since such surveys have been systematically conducted that a majority of people have expressed a preference for accepting reduced pay in exchange for more free time.

Is this a sign of indolence? Far from it, maintains Juliet Schor, an associate professor of economics at Harvard University. In "The Overworked American," a provocative and timely book, she suggests that if people want more free time it may simply be a sign of not indifference, but of overwork.

The idea that Americans are overworked flies in the face of the conventional wisdom that holds that the old Protestant work ethic has faded and that

## BRIDGE

By Alan Truscott

JOSH Parker captured the Flight A Swiss Team title together with Jeff Aker, Adam Wildavsky and Bruce Rogoff.

Aker helped his team by making a "hopeless" game on the diagramed deal. As South he pushed optimistically to four hearts only to find that, thanks to the duplication in clubs, even two hearts would have been sealed jeopardy. A spade lead would have sealed his fate, but West gave him some hope by leading a trump.

Dummy played low, and East's king was taken by the ace. So far, so good, but there was still no real hope: Crossing to the heart queen in order to dispose of a spade on the club ace could not succeed, even with a very favorable diamond situation.

Aker therefore led a low diamond toward the queen, and West put up the king and faced his moment of truth. It seemed to him that South must have one of the top spades to justify his bidding, and he led another trump to cut down impending diamond ruffs. This was all the help South needed. He won with dummy's queen, threw a spade on the club ace and cashed the diamond queen. Then he ruffed a club and ruffed a diamond. Another club ruff permitted him to draw the missing trump and take two diamond tricks.

NORTH  
♠ 8 5 2  
♥ Q 9 8  
♦ Q 4  
♣ A Q 10 7 2

WEST  
♠ Q 6 4  
♥ 10 7 2  
♦ K 6  
♣ K J 9 8 4

EAST  
♠ A K 10 3  
♥ K 5  
♦ J 10 9 3  
♣ 6 5 3

SOUTH (D)  
♠ J 9 7  
♥ A J 8 4 3  
♦ A 8 7 5 2  
♣ —

North and South were vulnerable.

The bidding:  
South 1 ♠  
West 2 ♣  
North 3 ♣  
East 4 ♣

West led the heart two.

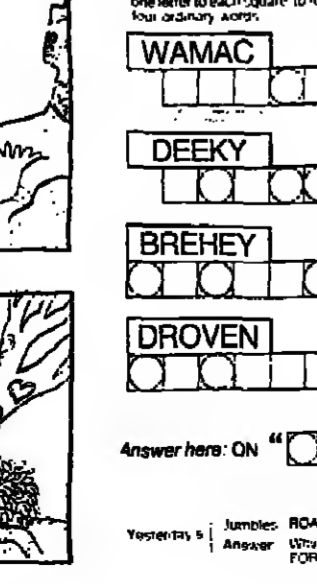
## DOONESBURY



## DENNIS THE MENACE



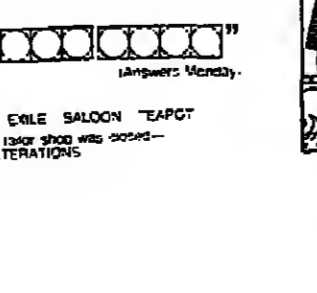
## JUMBLE



## BLONDIE



## GARFIELD



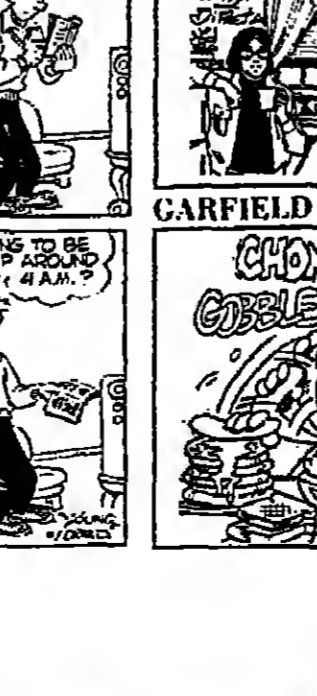
## WIZARD OF ID



## REX MORGAN



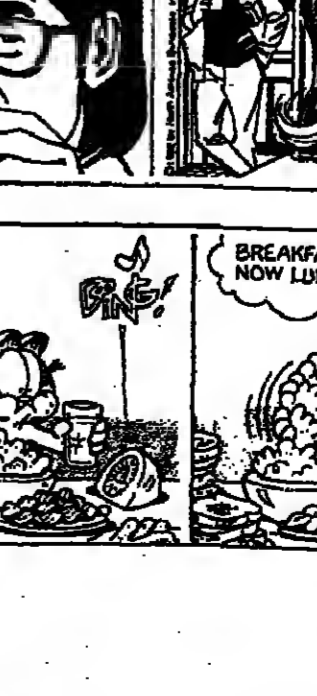
## CALVIN AND HOBBS



## BEETLE BAILEY



## PEANUTS



## HERNANDEZ



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WEST REGIONAL... Missions St. 61...

ANITA SAYS HE'LL PLAY...

MONTANA CAPTURES GIAN...

THE RECORD...



DAVE BARRY

Small Talk, Big People

MIAMI — Today's social topic is: How to Make Small Talk With Famous People. You never know when you're going to be on an elevator or in a public restroom and suddenly you realize that you're standing next to a famous person such as Walter Cronkite or the Pope. When this happens, the important thing is to remain calm, act normal and make an appropriate conversational remark such as: "How about those Sacramento Kings, your hoines?" Or: "Walter Cronkite! You're still alive?"

On a Dark, Stormy, Republican Night...

By Andrew Rosenthal

WASHINGTON — Senators do it. Journalists do it. Even the alienated daughters of former presidents do it. So Marilyn Quayle and her sister said, let's do it, let's write a book. "Embrace the Serpent," by Marilyn T. Quayle, the vice president's wife, and her older sister, Nancy T. Northcott, who lives in Tennessee with her husband, an oral surgeon, is due out from Crown Publishers on April 3, the latest entry in this year's running of the Washington celebrity power-novel steeplechase.



Nancy Northcott, left, and Marilyn Quayle, authors of "Embrace the Serpent."

"Why don't I try my hand at a novel? I know Washington. I know how it works. It is a genre book. The president gets sick. Whatever goes blind, becomes a dupe of the KGB, or what used to be the KGB. The senator sleeps around, or the candidate sleeps around, usually with the foreign diplomat's wife. They're interchangeable." Quayle and Northcott bristle at the comparison. "I'm not a celebrity," Quayle said in an interview. "There's a mind-set, and I don't think I've got that. But Nancy and I undertook this more because we really wanted to write a book. It's not a book about my life in Washington as the wife of the vice president."

Washington novels generally have two additional characteristics: sex and characters disguised just enough to avoid lawsuits. It irritated Quayle and Northcott to think that people were thumbing through their book looking for sex scenes. There are none. It is a measure of the steaminess quotient of "Embrace the Serpent" that the love passages (mostly between married couples) can be quoted verbatim: "Love you," he said with a quick kiss. "Mmm," she whispered, pulling her closer and nuzzling her ear. As always, the sweet smell of her warmed him. "Thanks for being so understanding. After another much more satisfactory kiss, he released her." (And then left for work.)

PEOPLE

President Adds Carrots To His Veggie Hit List

President Bush added a new vegetable — carrots — to his enemies list. Bush, in remarks at the Radio and Television Correspondents' Association annual dinner in Washington, said he wanted to stay to eat, "but then I saw the man — carrots. You guessed it, known as orange broccoli." The president, known for his distaste for broccoli, noted that recent studies about broccoli's ability to prevent disease gave proof to his insistence the vegetable "tastes like medicine."

MONDAY SPORTS... A'S Slow... Investment Re... By James Stern... Darkening... Kiosk... Truce Elusive... Cambodia... Page 4 FOR MORE CLASSIFIEDS

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